

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

AUGUST 15, 1960



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the October 1 issue will close Friday, September 9. Mail copy to arrive at Chicago by these dates—no later.

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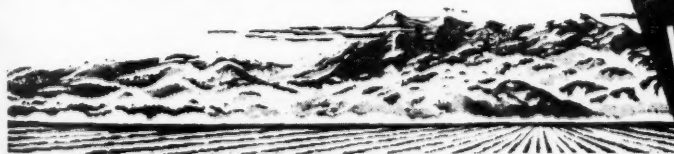
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Editorial

TRADE EXPANSION

The decisions of the members of the American Association of Nurserymen at the recent convention at Cincinnati reflect the working out of different and sometimes opposing views, as in the politics of the nation. Seeing the future needs of many nurserymen and of the industry at large, some members believe that the national association can provide the stimulus and supply some of the direction for the further growth of the industry, though it must be based upon the activity and progress of the individual nursery firms. Others would put the responsibility for the forward expansion which is to come in this field upon the efforts of the persons engaged in its business enterprises, whose achievements mainly have won the place which this branch of horticulture holds in industry today.

Largely individualistic by nature, nurserymen look askance on the growing tendency of that biggest organization of all, the federal government, to undertake to perform for its citizens what they have previously done for themselves. Agriculture, in specialized fields of farming, has felt the results of an expanded bureaucracy without arriving at a solution to its problems satisfactory to all. Such performances by government are expensive, as present-day tax bills testify, with only slight alleviations from expenditure when emergencies have passed. Nurserymen's skepticism of the federal government's tax-and-spend policy, fostered in the hullabaloo of presidential political conventions the past two months, has led to a tighter grasp of the pocketbook by even those who are optimistic about future prospects.

Their attitude sees hope in the strengthening of several state associations, with the expectation that others may profit by such examples and greater good may be achieved

The Mirror of the Trade

through patterning performance to each region's needs. Special flower organizations, as well as other trade groups, are envisioning a larger scope for their activities, also, so that progress may be anticipated in diverse directions.

Money for expanded activities is available because of a decade of rising prosperity in the nursery business. More than money, however, is needed personnel to do the work that the national association envisions and which state and special groups are seeking to undertake. Men with any training as association executives are not many; those who, in addition, have a knowledge of this field are still fewer. It will not be denied that the most successful trade associations in this field are the reflections of the men or group of men who lead them.

MINIMUM DUES

Economic arguments favored the elimination of the minimum dues payment of \$25 for membership in the American Association of Nurserymen, by action of the recent convention at Cincinnati. By that vote, a member doing an annual volume of business of less than \$50,000 will henceforth pay a minimum fee of \$50 per year. The economic arguments were threefold. Since the adoption of \$25 as the minimum dues basis, the value of the dollar has lessened decidedly. The cost of servicing the average member has advanced greatly, with expansion of A. A. N. services to members; by the same token, the value of membership may be said to have advanced greatly. The unprecedented period of prosperity in the nursery business in the past decade has increased the average annual volume of business, so that a nurseryman who did less than \$25,000 a year when the schedule was adopted probably has doubled his annual volume today.

In the face of these sound arguments, there will probably be slight loss of membership, if any, from among those paying the minimum dues, on account of this action.

When the A. A. N. was reorganized a quarter of a century ago, the graduated scale of dues and the low minimum fee were adopted because the association wished not only to enlarge its then low membership, but also to include within its ranks small nurseries as well as large. Not only was it hoped to extend the association's beneficial influence within the industry, but it was expected that a

larger membership would enhance its weight when requests were made of Congress or of the federal Department of Agriculture. Subsequently it arranged to represent the state associations throughout the country in such requests, thereby gaining a still larger numerical representation of nurserymen, by including the members of the state organizations who were not A. A. N. members as well as those who were.

Today nurserymen doing a small volume of business are still numerically large in total. This is because units in the industry are small, businesses are generally individually owned, and newcomers do not find it difficult to establish themselves in the field with reasonable financial investment and personal hard work.

In bygone days, meritorious newcomers were considered likely replacements of those firms which pass from membership by reason of death, business disintegration or retirement. The newcomers in the industry are important today, also, when the increasing popularity of gardening and the continued boom in home building presages further trade expansion.

Probably many of those newcomers who are likely to survive will see the value in the larger minimum dues of the A. A. N. and pay the sum required. Otherwise, it may seem desirable to help the state associations further their education and advancement, or to provide an affiliated or beginner's service to insure the industry's continued increase in personnel to keep pace with the market.

BUSINESS VAGARIES

While nurserymen whose sales volume in 1960 has not equalled or surpassed previous years' blame the unusual spring weather for it, reports from the steel and automobile industries indicate that everything is not all rosy there. Indeed, there is a good deal of spottiness in some industries, and the stock market reflects doubt and indecision.

On the other hand, employment is at its highest rate, the public has more dollars in its pocketbook, savings and purchases of government savings bonds are at their highest, and retail trade generally seems to be thriving.

So it looks like a time when every businessman must hoe his own row, bending his back to the job. Apparently good selling programs are rewarded, if backed up by quality merchandise and good service.

The New Look in Old Tree Species

By J. Gerling

Bureau of Parks and Recreation, Rochester, N. Y.

More than ever before, nurserymen are called upon to supply discerning customers with better trees, whether for use as shade or lawn specimens on home grounds or city street embellishment. No longer are buyers satisfied with run-of-the-mill seedlings of formerly much-planted species that prove burdensome liabilities when thoughtlessly misplaced.

Widespread, ill-advised use of such "weed trees" as seedling elms, soft maples and poplars developed largely because trees were generally available and because buyers were not sufficiently well informed to demand species and forms better suited to their needs.

One has but to compare catalog listings of a decade ago with those offered today by progressive nurserymen to realize how many more excellent trees, especially smaller-growing types well adapted for practical service under modern conditions, are now being grown and featured.

While many of the more desirable variants of commonly used species have been known to arborists for some time and other serviceable forms have been selected and recommended in recent years, higher propagating



New form of globe-headed Norway maple, showing branch structure.

costs have made growers reluctant to produce these cultivars to any great extent. As long as the buying public was satisfied with deciduous trees much more readily and less expensively grown from seeds, there was no need for stocking varietal forms requiring vegetative propagation.

Today, in response to the ever-

growing demand, leading nurseries accept the handling of these "new" trees as an essential service and regard their propagation as a routine chore, just as the production of ornamental evergreens, by grafts and cuttings, has been a common procedure for centuries. Present-day methods, with controlled media, temperature and humidity, assure satisfactory results in rooting cuttings of difficult species.

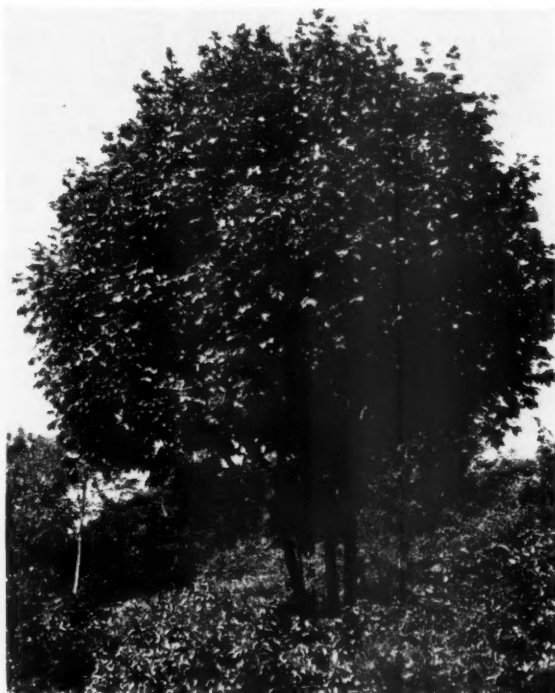
Mutations Provide Cultivars

It is fortunate for those concerned with the introduction of useful varietal forms that many genera include species prone to somatic mutation, and resulting clones, often quite different in growth habit, provide a convenient source of cultivars much better suited for practical use, because of distinguishing characteristics, than the species type.

The retention by these clones of desirable inherent properties such as hardihood, soil tolerance and ease of culture enhances their value and makes possible satisfactory service with a minimum of care. In this respect, I have found selected forms of time-proved species of acer, tilia,



Columnar Norway Maple (Slavin's No. 2 Selection)



New Form of Globe-Headed Norway Maple

Globe Form of *Acer Rubrum**Acer Rubrum* Superbum

fraxinus, prunus, malus and robinia most worthy of propagation and distribution.

Species of acer have provided several fine variants which are fast becoming so popular that alert nurserymen find it advisable to list them in addition to their regular stock of specific types. This is especially true of the upright and columnar forms which develop symmetric heads of sturdy structure well able to resist extensive storm damage.

Even though persistent efforts to introduce better species, forms and varieties have made available some highly useful trees, there is yet much room for improvement, and only through continued selection and testing can the supply be augmented with additional, still more desirable clones.

Some Clones Disappointing

Only time can prove the true worth of any cultivar, and growers can be disappointed. For instance, Carriere's selection, *Acer platanoides* columnare, originated about 1855 and described by Rehder as "of columnar habit," is much lighter in frame than the heavily wooded species type, and the branch formation is fastigiate. But mature specimens show a pronounced tendency to open up and present a rather loose head, far different in structure from that developed in the more compact, upright and columnar forms since introduced. While open-headed uprights are often preferable for specific

needs, there are many situations where lifelong retention of compact, fastigiate habit is of primary importance.

It was not until early in the 20th century that the late Barney Slavin's upright form of the Norway maple, *A. p. erectum*, was introduced. This selection is entirely different in branch formation from either *A. p. columnare* or *A. p. laciniatum*, the eagle claw maple, also described by Rehder as "of upright columnar habit."

In *erectum*, the lateral branches leave the single main stem at right angles and curve sharply upward to form a pyramidal crown that becomes more terete with age, as the rising branches increase in length. Whereas the leaves of *A. p. columnare* are smaller than the species type, those of *erectum* are a darker green and much larger, often 10 to 12 inches in width.

Consistently symmetric in contour, *erectum* gives the impression of precise rigidity and is well adapted for use where a boldly formal aspect is wanted and space restrictions are a pertinent factor. However, observation over a period of more than two decades has disclosed the fact that clones of *erectum* infrequently show some degree of irregularity and — when an occasional main branch fails to conform or becomes "ambitious" as they sometimes do in early growth — require a modicum of pruning to assure symmetric development.

For use in plantings where trees with less formal appearance but of limited spread are desired, Mr. Slavin selected and propagated another upright form of the Norway maple, as yet not authoritatively named, which has proved quite satisfactory on Rochester streets.

Less Formal Variety

This clone is more gracefully branched than *erectum*, and, while laterals leave the single main stem at right angles, they curve upward in a much flatter arc to form a slightly tapered, columnar head. This tree lacks the stiffness of the more severely contoured uprights and should merit general use.

The leaves are about as large as those of *erectum* and of the same deep green, and there is less danger of renegade branches' detracting from the tree's appearance, because it is more loosely outlined than *erectum*. This irregularly defined outline, at least to this observer, makes for a more pleasing appearance. Aside from deliberately contrived formal plantings, where strict uniformity is wanted, trees that look as though they were cut out with a cookie cutter, because of exactness in size and form, can be monotonous.

There are some situations where low-growing globe forms serve well. For this purpose there is at least one variety available in the Norway group. The Almira maple, listed by Edward H. Scanlon & Associates,

[Continued on page 54]

Flooding System Saves Time, Labor in Irrigation

By David L. Zakon

Keeping 16,000 potted roses in top salable condition through the spring and summer with a labor force of only four men obviously requires ingenuity. Ingenious, indeed, is the method which Raymond Bergeron developed at his Roseland Nursery, Acushnet, Mass.

The most important accomplishment of the Bergeron system was to shorten the watering time for 16,000 potted roses from 60 hours to merely two. Of almost equal importance is the fact that it makes possible the display of the roses in an open area that is completely weed free and provides dry footing within a few hours after a rainfall.

Pond Is Water Source

To determine exactly how this was done, first consider the steps that the Acushnet nurseryman took three years ago to handle his extensive rose operation more efficiently. Naturally, the first need was for a source of water to supplement rainfall for keeping the soil in the pots from drying out. In a low section of his 34-acre tract Mr. Bergeron found a high water table. Here he had a pond dug. The artificial body of water, over 22,000 square feet in area, is six feet deep at its center and was dug at a cost of about \$1,200. Water is pumped from the pond by a Meyers pump (25-hp. Wisconsin air-cooled engine, cost \$1,000) at the rate of 400 gallons

a minute and carried up an incline in 3-inch galvanized pipe. On the average it requires from 60,000 to 75,000 gallons of water to soak thoroughly the plants on display at Roseland Nursery.

Floods Sunken Beds

Instead of using the conventional method of putting a sprinkler on large blocks of roses or watering the individual pots, Mr. Bergeron decided it would be quicker and more efficient to flood all the plants in a single operation. To accomplish this he had six parallel trenches dug to a depth of 14 inches, running 175 feet in length. The potted roses are massed together in the sunken beds, which are flooded with water until it rises over the tops of the tar paper pots.

The trenches are divided into two sections of equal length by a narrow wall of concrete blocks, which acts as a dam. Sections of 4-inch compressed tar pipe (Orangeburg) run through the wall at three points to carry water from one half of the trench to the other. The back half of each sunken bed is about a foot lower than the front half. The Orangeburg pipe is run from back trench to back trench at three points, tunneling underneath the walk between the trenches. Cedar plugs are inserted to hold back the flow of water.

To keep the water from leaching

through the soil in the trenches, Mr. Bergeron covered the surface with black sheet plastic of 4-mil thickness. He used strips, 24x100 feet, which he joined with sealing plastic tar. The plastic sheet covers the sunken beds completely, as well as the walks (eight feet wide) between the beds. Stone dust is spread over the plastic sheet on the walks to keep the wind from getting under it, as well as to protect it from steady foot traffic. There is some water leakage through the plastic, but not enough to hamper the flooding of plants.

In order to insure rapid flow of water from one trench to another the beds were located on an incline which has a 4-foot drop from top to bottom. The first trench at the top of the incline is seven feet wide. Each succeeding trench is one foot wider, and the last trench is 18 feet wide. This is necessary because each succeeding bed must accommodate a greater volume of water, and the last trench handles the overflow from all the preceding trenches.

Trench-to-Trench Flow

The procedure in flooding the plants is as follows: The valve is opened at bed No. 1, which is at the top of the incline. Only the top half of the trench receives water, since the plugs are in and prevent passage of water through the dividing wall. When the water has risen over the tops of the pots the faucet at bed No. 1 is closed and the valve is opened at bed No. 2. Then the plugs at bed No. 1 are removed, and the surplus water is allowed to gush into the bottom half of the sunken bed to flood the pots there. Then the plugs at the side of the bottom bed are removed, and the surplus water flows through the pipes that link the

[Continued on page 48]



Left: The network of pipes and valves that floods the sunken beds at Roseland Nursery, Acushnet, Mass., irrigating the firm's stock of potted roses. Center: Openings in the dam separating the upper and lower halves of a bed are plugged before the upper half is flooded. Right: Top half of one of the beds being flooded.

Tips for Better Landscapes

Selecting Stock for Planters — Part III

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

Have you ever tried to figure out a list of shrubs and trees for specific plantings—and those less specific? I am referring in the present case to planters, which vary as to exposure, width, depth, soil preparation, after care and many other contingent things that affect the survival of plants.

An excellent group of shrubs to consider for planters is the cotoneasters. They are not strong feeders; they do not object to a bit of buffeting by the wind, and their shapes and habits are spreading or loose enough to fit many situations. For instance, in illustration A the rock cotoneaster (*C. horizontalis*), is used as a base plant with the fragrant snowball (*Viburnum carlcephalum*). These plants are of two extremes in texture, fine and coarse. Even the large flowers detailed in illustration B accentuate the coarse texture of this viburnum, but such a coarse texture is needed to complement the overhang and the structure to the left. The carpeting of cotoneaster is informal enough to add interest but not to hold it in a definite area.

Illustration C depicts a large planter that includes many rock cotoneasters. This is not so monotonous a planting as one might think, being enlivened by interesting branching, near-evergreen leaves and red berries in fall and early winter. The loose branches tumbling over

the broad coping will in time eliminate this hard line.

Other Cotoneasters Useful

What other cotoneasters offer possibilities? The cranberry cotoneaster (*C. apiculata*), with its tumbling, moundlike appearance, is an excellent choice, as is another that somewhat resembles it—the early cotoneaster (*C. adpressa praecox*). Both produce unusually large, red fruits, and the early one may still have them by early March after the snow has withdrawn its protective covering. The branches of the cranberry cotoneaster arch and twist as compared to the more spraylike or gracefully curved branches of the early cotoneaster. Illustration D shows the tumbling nature of *C. apiculata*.

The low creeping cotoneaster (*C. adpressa*) hugs the ground and does not have the arching habit typical of those already mentioned.

I have not been so favorably impressed with the little-leaved cotoneaster (*C. microphylla*) as with those already mentioned, even though it is evergreen. The varietal forms of it are not necessarily an improvement over the species. It has such an extremely fine texture that it does not blend with other shrubs so well as *C. horizontalis* and other cotoneasters, nor does it seem to take wind and shade so well.

Cotoneaster dammeri (bearberry

cotoneaster), the evergreen creeping type, offers a different appearance than do most of the others. The red fruits are of good size and add welcome interest in the fall.

The larger-growing cotoneasters include several species useful in planters, but the two best for a wide variety of adaptations are the spreading cotoneaster (*C. divaricata*) and the willow-leaved cotoneaster (*C. salicifolia*). The finer texture blends with that of the lower-growing species and varieties.

If there is a wall behind the planter, then either of these species can be used as espaliers. The low forms can also be used for the same purpose. The willow-leaved cotoneaster, with its narrow, white-backed, evergreen leaves, is especially well suited, since its branches are pliable and can be trained about as one wishes.

Barberry Group

The barberry group should also be considered for planters. Illustration E shows the compact, slow-growing appearance of the Crimson Pygmy barberry (*Berberis thunbergii* Crimson Pygmy). The reddish leaves are not seriously objectionable to those who prefer green. The reddish color blends with the cotoneasters and with a great variety of other shrubs; even the leather-leaved viburnum in the background of this illustration is not out of place.

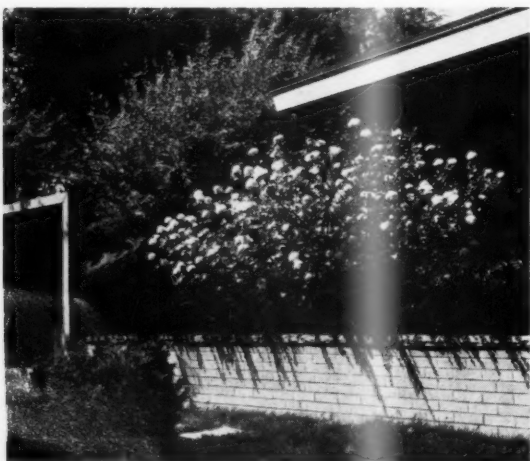


Illustration A (left)—The fragrant snowball and the rock cotoneaster can be a happy combination in a planter. Illustration B (right) The flowers of *Viburnum carlcephalum*, pleasingly fragrant, are large, but become friendly with their surroundings.



Illustration C (left)—The massing of rock cotoneasters can be simple but effective. Illustration D (right)—The tumbling habit of *Cotoneaster apiculata* adjusts itself to planters.

There are other barberries worth considering. Included is the Korean barberry (*B. koreana*), with its larger leaves and more vigorous growth, which is desirable. Its rich, red fall color will attract the attention of the most casual passer-by. The Mentor barberry (*B. mentorensis*) has long been a good semievergreen type and can be adjusted to planters. The other variations of the Japanese barberry (*B. thunbergi*) have been well used in many planters. These variations include the dwarf or box-leaved barberry (*B. thunbergi* Minor), with its finer texture of smaller leaves, fruits and branches; the columnar form or Truehedge Columnberry (*B. thunbergi* Erecta), and the red-leaved barberry (*B. thunbergi* atropurpurea).

Of the evergreen barberries, the wintergreen barberry (*B. julianae*), the dwarf form (*B. julianae* nana), the warty barberry (*B. verruculosa*), the threespine barberry (*B. triacanthophora*), the pale-leaved barberry (*B. candidula*) and, possibly, the black barberry (*M. gagnepaini*) have reacted favorably. They are doubtfully recommended for areas comparable to East Lansing, unless extremely well protected. The wintergreen barberry has been the most durable of the evergreen barberries. In this region the pale-leaved barberry has also survived the winters better than all except *Berberis julianae*.

Mahonias

A genus that could be combined with the barberries, the cotoneasters or both is mahonia. The three species used are Oregon grape (*Mahonia aquifolium*), which is the most widely used; the lower-growing creeping mahonia (*Mahonia rep-*

ens), with dull green leaves, and the leather-leaved, or Chinese mahonia (*Mahonia bealei*), the tenderest.

The creeping mahonia does not attain a height of much over 18 inches, but the Oregon grape (*M. aquifolium*) is often a better plant, even though it will reach a height of four or five feet. It is not wise, under planter conditions, to let it grow this tall; it looks better if severely pruned every other year, and, in some instances, every year. By taking branches out at the ground level and others close to it, the plant is kept full.

The leather-leaved mahonia does not seem to react so favorably to yearly drastic pruning, but a limited amount of it can be practiced. *Mahonia bealei* has larger leaflets and larger fruit clusters and is often a cleaner plant where it is hardy. This shrub is being grown at East Lansing and does a fair job of it, but it

should be used where temperatures are more in sympathy with keeping the plant alive.

Another shrub that can be treated in a manner similar to that recommended for *Mahonia aquifolium* is the northern bayberry (*Myrica pensylvanica*). It holds its leaves into the winter when in areas not too exposed. I believe that here is a plant better suited for many plantings than its limited use would indicate. There are no flowers of any great value, but the gray, waxy berries are attractive from the fall through the winter. The sexes are usually separate, as with the hollies.

When this plant is pruned about every other year, it makes a full plant with attractive shiny leaves, even if it bears no fruit. The plant responds best to well-drained soils.

Growing well with some of the shrubs already discussed are such ground covers as myrtle, or periwinkle.

[Concluded on page 63]



Illustration E—The dense but informal Crimson Pygmy barberry is justifiably desirable for planters.

Graft Failures of *Cornus Florida*

By Ralph P. Collins

A number of growers in New England have noted an increase in dogwood graft failures in recent years. The result of a cooperative study at the University of Connecticut, Storrs, showed that the difficulty is caused by a fungus, *Chalaropsis thielavioides*, more commonly known as the black mold fungus. In the United States this fungus has been found on several hosts, including Chinese elm, causing a root rot, and roses, causing a failure of bud and graft unions, as well as a root rot of greenhouse types. The last severe outbreak of this organism on rose roots occurred in California in 1953. In 1954, plant pathologists at Cornell University, Ithaca, N. Y., reported that the black mold fungus was responsible for graft failures in several evergreen plants. Severe losses were reported for *Cryptomeria japonica*, *Ilex opaca*, *Thuja orientalis* and *Thuja occidentalis*. Moderate losses occurred in *Juniperus virginiana* grafts.

This is the first time the black mold fungus has been found on *Cornus florida*. As far as can be determined, the disease has been present in the New England area for

some time but, because of its sporadic nature, most growers have not been too concerned with it. Losses, however, can be severe. There are growers who have lost 60 to 70 per cent of their grafts, and at least one firm had losses running close to 100 per cent.

The symptoms of this disease on dogwood are similar to those reported for evergreens and roses. Generally, the disease is first noticed when the graft union fails to take. If one looks at the cut surfaces of both stock and scion at this time, a crumbly, crustlike black layer can be noted. If this layer is scraped and a piece of the material is examined microscopically, the typical dark spores of the black mold fungus are readily apparent. It is this stage which has given the disease the name black mold fungus.

Early Stage Often Overlooked

There is, however, an earlier stage that is often overlooked. In this stage the fungus growth is whitish or grayish in color and, when the organism is examined microscopically, an entirely different spore type will be found. This early stage is especially noticeable if the humidity is high. Scions often show discoloration above the union, and this discoloration may spread. Discoloration of the stock is occasionally seen.

Callus formation is prevented by

the mold. Occasionally growers report that grafts which seem to have taken and in which the scions leaf out in normal fashion suddenly wilt and die. Examination of these plants is likely to show black mold fungus present. An examination of the graft generally reveals that callus formation is incomplete. Naturally, such a plant is unable to survive any severe environmental stress.

Mold Effects Tested

In order to demonstrate that the black mold fungus was responsible for the graft failures, the following experiments were performed: The organism was isolated in pure form from diseased plant material, which was obtained from several different growers. Grafts were made, and some of them were inoculated with the black mold fungus, while the control plants were not inoculated. All inoculated grafts showed typical symptoms, and callus formation was prevented. The uninoculated control plants showed no evidence of disease and they callused normally.

In other tests, plants of *Cornus florida* were wounded and some of the fungal growth was placed on the fresh wounds. Within three days the cut surfaces were covered with white fungal growth, and after a few weeks the second black crumbly spore stage was clearly evident. An examination of the wood showed that the organism was able to penetrate into the vessels of the host, but it was not found in the pith or cortex.

The life and disease cycle of the organism has not been fully determined. The initial infection site is uncertain. It is possible, however, that the organism is introduced in the soil surrounding the stock. The organism may be introduced on the scion, and those scions which are lacking in vigor are especially prone to this disease.

As the black mold organism is chiefly a wound parasite, care in handling both stock and scions should be exercised in order to prevent bruising and injury. In some instances, workers making the grafts may be unintentionally spreading the disease through contamination on clothes, hands and knives. In instances where the disease is persistent year after year, careful sanitation procedures may have to be instituted. Once the disease is present

[Concluded on page 44]

Address, "Graft Failures of Pink-flowering Dogwood," presented by Ralph P. Collins, instructor, department of botany, University of Connecticut, Storrs, at the nurserymen's short course held early this year at the university.

NEW OFFICERS FOR SOUTH CAROLINA GROUP



Shown above are the officers elected at the recent convention of the South Carolina Nurserymen's Association, reported in the July 15 issue: Left to right, R. B. Taylor, Greer, president; James Aichele, Charleston, vice-president; J. Jack Bracken, Piedmont, director; George Gottlieb, Columbia, executive secretary, and Curtis Nelson, Anderson, director. The third member of the board of directors, not included in the photograph, is Steve Stephenson, Irmo.

Western Nursery Merchandising Trends

By Charles W. E. Paine

Increasing numbers of non-nursery outlets — supermarkets and department and variety stores—have been selling nursery stock and garden supplies in recent years. A study was made in the spring of 1959 to determine present practices and trends in merchandising nursery stock in California. Information was gathered on the sale of plants and garden supplies by wholesale nurseries, retail nurseries, garden centers and retail stores such as supermarkets and variety stores. Consideration was also given to the consumer's viewpoint.

About 125 member nurseries of the California Association of Nurserymen are primarily wholesale producers of trees, shrubs and bulbs. A questionnaire was sent to each of these nurseries. Of the 84 nursery wholesalers responding to the survey, 52 sold nursery stock to non-nursery outlets. Of these 52 wholesalers, seven had total annual sales above

\$250,000; 19 had total annual sales of \$100,000 to \$250,000, and 26 had total annual sales of \$50,000 to \$100,000.

Sales to supermarkets and other stores accounted for less than 10 per cent of the total volume of 61 per cent of the wholesalers. Only 14 per cent depended on non-nursery outlets for more than half their business. About half of the wholesalers planned to increase sales to these outlets in the future. Sales to non-nursery outlets were encouraged by prompt payment of invoices, good credit and volume purchases. Even so, retail nurseries were considered to be the best customers by 75 per cent of the wholesale nurseries.

Packaged Roses

The survey included the retail merchandising of nursery stock by 55 non-nursery outlets in active competition with nurseries in the San Francisco bay area and the San Fernando valley. In visits to the 55 stores, notes were collected on species, price and quality of the plant material offered for sale.

Packaged rosebushes were selected as a representative item because they were available in almost all out-

lets and in a variety of packages. In frequent use was a foil package, with the plant's roots in moist packing material and the canes or branches visible. The rose bloom was usually shown in a color picture on the package. Polyethylene bags and tall narrow boxes were also used, but the plant was completely enclosed, and the customer had difficulty determining its condition. Plants appeared to stay in good condition in foil packages longer than in other packages.

Rose plants were carried by 47 of the 55 retail non-nursery outlets. Patented rose varieties were sold in eight of the 47 stores. Four stores carried the small June-bud roses.

Average price for a common variety grade No. 1 rosebush was 99 cents in supermarkets and \$1.03 in department and variety stores and drugstores. The plants appeared equal in quality to the grade No. 1 roses offered by nurseries.

Average price for a common variety grade No. 2 rosebush was 74 cents in supermarkets and 79 cents in department and variety stores and drugstores. In two variety stores, June-bud roses sold for as low as 29 cents each.

In most instances, the grade No. 2

Charles W. E. Paine is a graduate student in landscape horticulture, University of California, Davis, Calif. The study, supported in part by the California Association of Nurserymen, was conducted under the direction of Richard W. Harris, associate professor of landscape horticulture, University of California, Davis.

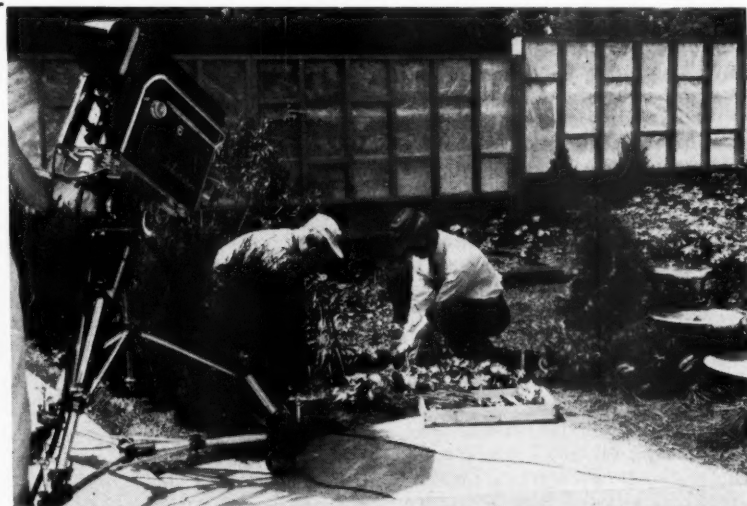
MICHIGAN NURSERYMEN OFFERED TV SERIES

Through the cooperation of the Michigan Association of Nurserymen, Donald P. Watson, professor of horticulture at Michigan State University, has produced a series of 13 half-hour television programs over five channels in the heaviest population area in the southern part of the Lower Peninsula.

The series, entitled "Plants Are for People," originated in an outdoor television studio garden which was constructed on the program. At the beginning of the season it was a barren area, covered with snow, and the accompanying illustration will demonstrate how the garden has been developed during the span of the television series.

Topics Covered

The following are some of the topics which were discussed on these programs: Pruning, feeding, trees, shrubs, flowers, vegetables, spraying, spray equipment, lawns, fertilizers, roses, application of herbicides, plastic mulch, grafting, transplanting, distinguishing between poor and



Dr. Donald P. Watson, left, and Robert Worrell rehearsing for television program sponsored by Michigan Association of Nurserymen in outdoor garden TV studio.

good-quality nursery stock, garden designs, mulching, watering, garden lighting and garden enjoyment.

Each week a "plant of the week" was featured, and there was evidence of direct increases in sales of these items. Bulletins were offered to the

viewing public, with a high response.

The Michigan Association of Nurserymen not only supplied a grant of money for making video tapes and distributing the programs, but it also supplied plants, equipment and other materials.

roses were of acceptable quality. In three stores, however, bushes were small, and many were broken or misshapen. Sometimes rose plants, held too long in the heat of the store, had sprouted.

In some stores, large color pictures of roses were displayed to attract attention to the plants.

A variety store in downtown San Francisco had a large rose promotion. Four complete counters in the basement of the store were devoted to a mass display of 119 varieties of rosebushes. The plants were in foil packages and included grades No. 1 and No. 2. A full-page newspaper advertisement listed all the varieties. So that the bushes would be fresh, they were replenished by a wholesaler several times a week. Large banners around the sales area and signs throughout the store directed customers to the rose display. Sales in the spring of 1959 were more than

17,000 rose plants, 77 per cent of them being grade No. 1.

Three large variety stores, in downtown San Francisco, within a few blocks of each other in an area of heavy foot traffic, averaged spring sales of 7,206 rose plants each. Four large department stores with outside garden shops sold fewer roses—an average of 3,050 plants each.

Seventeen supermarkets in the San Fernando valley sold an average of 530 roses each in the spring season.

Fifty species of nursery stock were carried in supermarkets, variety stores and drugstores. Commonest were *Hydrangea paniculata grandiflora*, *Forsythia intermedia spectabilis*, *Syringa vulgaris*, *Spiraea vanhouttei*, *Philadelphus coronarius*, cultivars of *Camellia japonica* and various fruit trees. Virtually all the stores carried insecticides, fertilizers and other supplies.

Seventeen retail outlets—garden

centers, retail nurseries, department stores and one variety store—distributed 1,250 questionnaires to nursery stock purchasers. The response (17 per cent) indicated definite differences in consumer preference for various outlets.

Explain Preferences

The four principal reasons given for buying plants in a garden center or a retail nursery were (1) high-quality plants, (2) knowledge of plant material by salesman, (3) convenient parking and (4) availability of garden supplies.

The four reasons for shopping at department stores with outside garden shops were (1) convenient parking, (2) newspaper advertising, (3) low prices and (4) availability of a complete line of garden supplies.

Three reasons were given for buying plants at a variety store: (1) low [Continued on page 86]

Chemical Weed Control Cuts Costly Hand Hoeing

Distributing the work load throughout the year requires constant planning by a nursery manager. The very nature of the enterprise indicates that there will be peaks and valleys of demands on the labor force.

Hoeing and cultivating are frequently desirable right when transplanting or lifting of stock must be accomplished. And if some tasks can be eliminated completely, so much the better. Mechanical cultivation between the rows of planting stock is comparatively inexpensive; it is the hand hoeing which is costly and time consuming. James T. Shearer, head of production research control at the Jackson & Perkins Co. 2,000-acre nurseries at Newark, N. Y., is among the many persons considering solutions to the problem.

He studied weed control with chemicals for some time and in 1957 used Simazine granular herbicide experimentally. In 1958 his testing area for the product was increased to about 35 acres of roses and evergreens, and last year he boosted its use to 350 acres.

Mr. Shearer reports that results have been most satisfactory and that the granular herbicide is used at their convenience throughout the year on roses, juniper, taxus, arborvitae, hemlock, spruce and fir. In fact, some areas were treated while the ground was covered with snow.

He stated: "Now we can do weed control work in winter when other outdoor work is not possible."

Band Treatment

The herbicide is applied to clean-cultivated areas in a band treatment, using about one and one-third pounds of actual chemical per acre. Application is made with a home-made 2-row power duster, which



James T. Shearer, Jackson & Perkins Co., Newark, N. Y., inspects the firm's experimental fungicide and insecticide areas that were treated with a chemical herbicide.

drops the granules into a forced-air stream directed through flexo tubing to the base of the plant. In small plots a hand seeder is used.

Applied at this rate to clean-cultivated soil, control is effective for several months; in fact, some areas treated in 1958 required no hoeing through 1959—a tremendous saving. Mr. Shearer cautions against disturbing the herbicide-treated soil near the plants. Normal cultivation is practiced between the rows to control weeds and break the soil crust. The herbicide is applied prior to weed emergence and can be done in advance of the spring and fall marketing periods. Timing of the application is important, for when the weed seeds are germinating there must be sufficient moisture to carry the herbicide into the weed zone.

The herbicide is used at low levels, enough to protect the nursery stock from weeds, but in sufficiently small quantities so that the following green manure crop will not be affected. Roses occupy the land for two years and are followed by three years of legumes and grain prior to replanting to nursery stock.

Simazine was used in the fall of 1958 by Mr. Shearer on all of his fungicide and insecticide test areas to eliminate hand hoeing in those tracts. Applied at the correct time in spring, the chemical gave 95 per cent control, the exception being a few deep-rooted perennial weeds. The weed competition for soil moisture needed by the trees and shrubs during the growing season has been eliminated, along with the costly hoeing operation.

Tree Production, from Seedlings to Specimens

Reported by Kenneth Bradley

Various phases of tree production were subjects of a talk presented by William Cole, formerly of the Cole Nursery Co., Painesville, O., at the eighth annual Connecticut nurserymen's short course. Drawing mostly from his own experience during a lifetime of work in the nursery industry, Mr. Cole followed the complete cycle of tree production, from propagation to the preparation of trees for the market.

Starting with a discussion of propagation methods, Mr. Cole said that if one did this work himself, shipping and handling damage sometimes experienced is eliminated and variations in trueness to name or regional strain differences among shade trees are avoided. Mr. Cole emphasized the fact that, when one has to buy liners, he should purchase the best quality possible, because the few extra cents one has to pay for them are actually only a small part of the cost of the finished tree. He prefers vigorous, large seedlings, but not those with excessively forced tops. To have a favorable balance between the root and top at planting time means more to a tree than anything else, Mr. Cole said.

When seedlings are bought, he favors those grown in a light, shallow soil, typical of the Painesville area, because those seedlings develop a desirable, fibrous, spreading root system, preferred to a long, single taproot, sometimes resulting from growing seedlings in areas where the topsoil is too deep and too well irrigated.

Most tree seeds can be planted in the fall, hand sowing guaranteeing uniformity in depth and spacing, so that uniform seedlings will result. Weed-free land is also important for seed production, Mr. Cole said. Seedlings to be lined out should be as uniform in size as possible, especially if the plants are to be budded. It is also better to plant seedlings in rows rather than in beds, to keep them uniform in growth. Grown in beds, the plants tend to be bigger at the edges and smaller in the middle.

Mr. Cole said that a trend exists toward vegetative propagation, the method he prefers. He has noted specifications on bids coming into

nurseries from city and state government agencies, as well as highway construction companies, for vegetatively propagated varieties.

Budding has also proved to be the cheapest method of producing specific varieties of trees. Briefly, the system he used at Painesville was to plant a seedling in the field and then bud it as early the following year as buds on the parent tree reached the proper condition. When the bud started to develop, all of the seedling above it was cut off. The result the following spring was the start of a young tree.

Mr. Cole described budding procedures used in the propagation of honey locust, mentioning some of the variations that depend on the geographical location of a nursery. In locations where summer budding has been unsuccessful, spring graft-

ing has been used on seedlings that have been established for one year in the field. An ordinary whip-and-tongue graft is generally used, with a cleft graft being employed for larger seedlings. Grafting may also be done with such plants as dogwood, beech and carpinus, for which neither cuttings nor budding is successful. Few plants are successfully propagated by softwood cuttings, although the speaker reported success with some of the flowering plums, including Hally Jolivette.

Mr. Cole next mentioned the successful propagation of oaks from cuttings, including a new type of Asiatic oak that is slow growing and looks promising for street tree use. Hardwood cuttings have been used in the production of willows, poplars and London plane trees. It is difficult to use hardwood cuttings with plane trees, however, since the internodes are long and the cutting must be stuck deep in the soil, with the cut fairly close to the bottom eye. A long, excessively wet spring will rot plane tree cuttings, which should be planted deep in a well-drained gravel soil, with the soil covering the top of the cutting.

Choosing the Nursery Acreage

Mr. Cole then discussed the considerations involved in choosing a nursery acreage for the production of shade trees. The area has to be considerable, because of the spacing required. He recommended an accurate charting of acreage and careful planning of land use, allotting the poorer land to trees which will grow in it. Silver maple, elms and hawthorn, for example, will grow in a heavy, poorly drained soil. Since many hawthorns are sold B&B and their root system is poor, they should be grown on soil which will hold a good ball.

On the subject of fertilizing shade trees, Mr. Cole said that most growers use too little fertilization. He thinks it best to alternate all crops with at least one year of a side crop. Instead of the formerly used leguminous crops or long-term sods, he recommends the planting of Sudan grass. This is a quick cover in the summer, and may be followed with a crop of Balboa rye, which will mature early. The speaker recommended the use of 500 pounds of a 5-10-10 or similar fertilizer per acre at the time the Sudan grass is sown. No additional fertilizer is used with the rye; however, the following spring, when the land is plowed prior to the planting of the trees, 700 to 1,000 pounds of 12-12-12 or 13-13-13 fertilizer per acre is worked into the

PLANT POTTING AID



A handy potting bench is saving many steps and much time and labor at the Daniels Nursery, near Long Lake, Minn.

Used in transplanting dormant stock into papier-mache containers, the bench has a U-shaped trough that funnels the pots to the worker as they are needed. The operator takes a pot, places it into a cutout in the bench and scoops in soil from a bin at the rear of the rig. The plant, usually held in the right hand, is quickly transplanted.

During busy periods, a belt conveyor is sometimes used to move plants away from the area after they are potted. The Daniels Nursery is a large user of papier-mache pots in servicing its outlets with plants and shrubs.

soil. Mr. Cole remarked that this probably is a big waste of fertilizer, since trees are planted in 7-foot rows and about nine tenths of the fertilizer is probably not available to the roots. Nevertheless, there seems to be no better way to place the fertilizer, particularly phosphorus and potash, down where the roots need it, Mr. Cole said. He did not recommend side dressing during the first season after planting. He added that one can rarely give trees too much phosphorus, and that it is difficult to get it down into the root zone after the trees are planted.

Fertilization Records Helpful

Mr. Cole stated that, although soil tests are sometimes helpful, the most useful kind of information about fertilization can be gained through a record of the history of each section of land as it performed from year to year, showing every bit of side dressing and all broadcast fertilizer. Such a record forms the determining

factor in deciding upon the amount of fertilizer to be used. Soil tests may be made on open land, but they are not 100 per cent reliable. Mr. Cole added that the pH is not too important a factor in growing shade trees and that in the east most soils are acid enough for the growing of trees. The only trees he has found benefiting from a little alkalinity have been honey locust, laburnum and a few other leguminous plants.

On the subject of cultivation and tillage, the speaker emphasized the importance of keeping the nursery area free from weeds, particularly during the first year of the tree seedling's growth. Weeds can stunt the first season's growth and perhaps permanently ruin a crop.

He recommended fall plowing whenever possible and described various machines which he has used for cultivating. One such was a large tiller-type machine that cuts a swath seven feet wide and 11 to 12 inches deep. This once-over operation pre-

pares the land for spring planting and, when compared to the old method of plowing, disking and cull-mulching, has proved efficient in preventing the growth of weeds for an additional three to four weeks. However, he cautioned against excess machine tilling, which can break down soil structure if moisture conditions are not favorable at the time of cultivation.

Change Row Width

Mr. Cole described a change-over in the nursery from rows seven feet apart to rows 88 inches apart. This 4-inch increase was necessary to lessen damage to trees by machines operated by unskilled labor. This wider spacing necessitated an increase from 42 to 44 inches for standard rows of shrubs and evergreens. Using an 88-inch row has also made it possible in some instances to plant shade-tolerant shrubs and vines between the shade tree rows for one

[Continued on page 89]

Raise Nursery to New Highway Level

By Richard B. Kilner

George and Tom Yamanaka, Cupertino, Calif., faced with a serious highway redevelopment problem common to many nursery operators today, have taken steps to improve their Bonsai Nursery.

The Yamanakas' first difficulty was a widening of the highway and a road bordering their corner site. In addition the highway was four feet higher than the ground on which the nursery was situated. Thus the Yamanakas and Ernest Wertheim, landscape architect, had more than the usual task of keeping the nurs-

ery open while the remodeling took place.

The final plan carried out a complete renovation in stages that resulted in minimum interference with trade. The culmination of a major part of the project was marked by a grand opening Sunday, June 19. Those who attended the festivities were confronted by an attractive and functional building adapted to the changed road conditions.

The new garden store, presenting an Oriental effect as shown in the accompanying illustration, was con-

structed on a filled-in area, to place it at road level, and given a high roof line. A name sign below the eave is now plainly visible from the highway, and the high ceiling keeps the store cool in the hot summer. Glass from the wall shelves to the eaves results in a bright shop. Additional surrounding ground areas will be raised as the plan continues through various advanced stages. Accessible parking space is retained on the two sides adjacent to the roads.

The nursery has a well-rounded operation, although it specializes in Bonsai plants, importing many from Japan. A special service of the nursery is to care for plants of customers who are on vacation or away from home.



Left: Large glass panels set under the eaves assure a well-lighted interior for the Bonsai Nursery's new garden store at Cupertino, Calif. Right: Exterior views of the new structure, first phase of a major remodeling program necessitated by widening and regrading of the roads bordering the nursery's corner site.



Feature Rosedom's Royal Family

ARMSTRONG ROSES — LEADING WINNERS OF ALL-AMERICA AWARDS



DUET



PINK PARFAIT

The only All-America Roses for 1961!

The most publicized new roses in history! Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make *extra* sales.

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MILLION
TREES
A YEAR!**

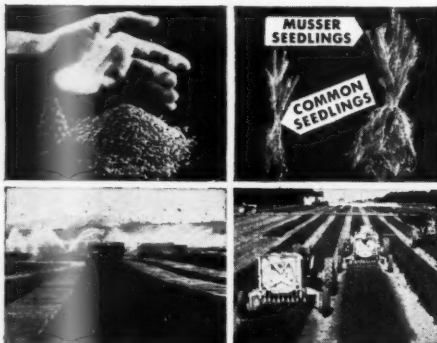
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**MUSSER TREES BUILD
SATISFIED CUSTOMERS —**

Because of—Selected Seed, Good Heredity Characteristics, Scientific Methods of Planting and Propagation, Heavy Roots, Sturdy Tops and Rapid Growth —Musser Trees grow and thrive where others may fail to survive.

MUSSER TREES

Grow Best!



Good Tree Stock Pays Dividends

Musser Forests takes pride in supplying vigorous, high-quality nursery stock. To keep abreast with increasing costs of production the most modern equipment is used. Experienced personnel are employed, many with over 20 years' service. . . Our production has increased year after year to keep pace with the ever-increasing demand for Musser trees.

OUR TREMENDOUS VOLUME ENABLES US TO SAVE YOU MONEY

● SPECIAL STRAIN SCOTCH PINE

Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.

	Per 100	Per 1000
2-yr., S., 4 to 8 ins.	\$ 6.00	\$ 30.00
3-yr., S., 8 to 16 ins.	9.00	45.00
4-yr., T., 8 to 14 ins.	20.00	100.00

● MUGHO PINE

3-yr., S., 2 to 4 ins.	7.00	35.00
4-yr., T., 3 to 5 ins.	15.00	75.00

● AUSTRIAN PINE

2-yr., S., 3 to 6 ins.	5.00	25.00
3-yr., S., 8 to 14 ins.	8.00	40.00

● BLACK HILLS SPRUCE

3-yr., S., 5 to 10 ins.	7.00	35.00
4-yr., S., 8 to 12 ins.	10.00	50.00
4-yr., T., 4 to 8 ins.	15.00	75.00

● NORWAY SPRUCE—Fast-growing

2-yr., S., 5 to 10 ins.	7.00	35.00
3-yr., S., 10 to 15 ins.	10.00	50.00
3-yr., T., 5 to 10 ins.	15.00	75.00
5-yr., T., 12 to 18 ins.	25.00	125.00

● WHITE SPRUCE

3-yr., S., 8 to 12 ins.	8.00	40.00
4-yr., T., 6 to 12 ins.	15.00	75.00

● COLORADO BLUE SPRUCE

3-yr., S., 6 to 12 ins.	11.00	55.00
4-yr., T., 4 to 8 ins.	18.00	90.00

● DOUGLAS FIR

2-yr., S., 4 to 8 ins.	5.00	25.00
3-yr., S., 8 to 12 ins.	11.00	55.00

● AMERICAN ARBORVITAE

3-yr., S., 8 to 12 ins.	8.00	40.00
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● CANADIAN HEMLOCK

2-yr., S., 3 to 6 ins.	9.00	45.00
3-yr., S., 8 to 12 ins.	16.00	80.00
3-yr., T., 8 to 12 ins.	20.00	100.00

● CONCOLOR FIR

2-yr., S., 4 to 8 ins.	7.00	35.00
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● JAPANESE YEW—Grown from seed Taxus cuspidata capitata— upright pyramidal

	Per 100	Per 1000
3-yr., S., 8 to 12 ins.	\$30.00	\$200.00
4-yr., T., 6 to 10 ins.	40.00	300.00

● JAPANESE YEW—Transplanted rooted cuttings

Taxus cuspidata—spreading	
1-yr., T., 5 to 6 ins.	25.00 175.00
2-yr., T., 6 to 8 ins.	35.00 250.00
3-yr., T., 8 to 12 ins.	45.00 350.00

Taxus hicksii—upright

1-yr., T., 5 to 7 ins.	25.00 175.00
2-yr., T., 8 to 10 ins.	40.00 300.00

Taxus brownii—upright

1-yr., T., 4 to 6 ins.	25.00 175.00
2-yr., T., 6 to 8 ins.	40.00 300.00

Taxus cuspidata capitata—upright

1-yr., T., 4 to 6 ins.	25.00
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Taxus intermedia—spreading

1-yr., T., 4 to 6 ins.	25.00	175.00
2-yr., T., 6 to 8 ins.	35.00

● JUNIPER—Blue Pfitzer—Chinensis hetzi

1-yr., T., 5 to 7 ins.	25.00	200.00
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● GLOBE ARBORVITAE

Woodward—dark green	1-yr., T., 4 to 6 ins.	30.00	250.00
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Hovey's—green

1-yr., T., 4 to 6 ins.	25.00	200.00
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● PYRAMIDAL ARBORVITAE—Compacta

1-yr., T., 5 to 7 ins.	35.00	300.00
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● JAPANESE HOLLY

Ilex rotundifolia	*4-yr., T.T., 12 to 15-in. spread, \$2.00 each	
	*Sold in lots 5 or more.	

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Seedlings, 10 to 16 ins.	10.00	50.00
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● WHITE DOGWOOD

Seedlings, 18 to 24 ins.	16.00	80.00
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COMING EVENTS

MEETING CALENDAR

August 15 to 17—Northern Nut Growers' Association, annual meeting, Knoxville, Tenn.

August 16—Nebraska Association of Nurserymen, annual summer meeting, Lincoln, Neb.

August 17—New England Nurserymen's Association, summer meeting, Boulevard Nurseries, Newport, R. I.

August 19—Iowa Nurserymen's Association, summer meeting, Iowa State University, Ames, Ia.

August 21 to 23—Southern Nurserymen's Association, annual convention, Atlanta Biltmore hotel, Atlanta, Ga.

August 21 to 26—American Association of Nurserymen, management conference, Sagamore conference center of Syracuse University, near Raquette Lake, N. Y., and Lake Arrowhead conference center of the University of California, Lake Arrowhead, Calif.

August 24—New Jersey Association of Nurserymen, summer meeting, Perkins-deWilde Nurseries, Shiloh, N. J.

August 25—Pennsylvania Nurserymen's Association, summer meeting, University Park, Pa.

August 25 and 26—Washington State Nurserymen's Association, summer convention, Chinook hotel, Yakima, Wash.

August 25 to 27—Arkansas State Nurserymen's Association, convention, Velda Rose motel, Hot Springs, Ark.

September 7 and 8—Kansas Association of Nurserymen, annual meeting, Kansas State University, Manhattan, Kan.

September 11 to 13—Montana-Wyoming Turf and Nursery Association, annual convention, Florence hotel, Missoula, Mont.

September 15 to 16—Alabama nurserymen and landscape gardeners, short course, Ornamental Horticulture Greenhouses and Duncan Hall, Auburn University, Auburn, Ala.

September 15 to 17—Louisiana Association of Nurserymen, Inc., annual convention, Blackham Coliseum, Southern Louisiana Institute, Lafayette, La.

September 19 to 21—Indian summer session for northwest nurserymen, Gearhart hotel, Gearhart, Ore.

September 20 to 22—California Association of Nurserymen, annual convention, Yosemite, Calif.

October 2 to 4—Oklahoma State Nurserymen's Association, annual convention, Lake Texoma Lodge, Kingston, Okla.

October 14 to 16—Western states plant propagators, organization meeting and program, Asilomar, Calif.

October 15 and 16—Florida Nurserymen and Growers Association, annual trade meet, Florida Citrus building and Haven hotel, headquarters, Winter Haven, Fla.

November 10 to 12—American Horticultural Society, 15th annual congress, Huntington - Sheraton hotel, Pasadena, Calif.

[Continued on page 22]

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	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$1.20	\$1.00
<i>Anise (Illicium)</i>			15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.50	1.25	18 to 24 ins.	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft.	2.25	2.00	24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00
<i>Barberry, julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins.	1.40	1.25
15 to 18 ins.	1.75	1.50	12 to 15 ins.	1.15	1.00	24 to 30 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00	15 to 18 ins.	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Boxwood, harlandi</i>			18 to 24 ins.	1.65	1.50	4 to 5 ft.	3.75	3.50
8 to 10 ins.	.85	.75	24 to 30 ins.	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins.	1.15	1.00	30 to 36 ins.	3.00	2.75	2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.00	3.50	3 to 4 ft.	2.25	2.00
15 to 18 ins.	1.65	1.50	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft.	2.75	2.50
<i>Boxwood, sempervirens</i>			24 to 30 ins.	2.25	2.00	5 to 6 ft.	3.50	3.25
12 to 15 ins.	1.40	1.25	30 to 36 ins.	3.25	3.00	6 to 8 ft.	5.50	5.00
15 to 18 ins.	2.25	2.00	3 to 4 ft.	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins.	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft.	1.75	1.50
<i>Boxwood, welleri</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.40	1.25	18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.75	3.50
15 to 18 ins.	2.00	1.75	24 to 30 ins.	2.75	2.50	5 to 6 ft.	5.50	5.00
<i>Camellia sasanqua</i>			30 to 36 ins.	2.75	2.50	6 to 8 ft.	8.25	7.50
(Usa Beni-Kantsubaki)			<i>Ilex opaca, seedlings</i>			<i>Magnolia rustica rubra</i>		
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50
<i>Cleyera japonica</i>			3 to 4 ft.	2.75	2.50	<i>Magnolia soulangiana</i>		
15 to 18 ins.	1.20	1.00	4 to 5 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
18 to 24 ins.	1.75	1.50	5 to 6 ft.	5.50	5.00	3 to 4 ft.	2.75	2.50
<i>Elaeagnus fruitlandi</i>			<i>Ilex opaca Arden</i>			4 to 5 ft.	3.50	3.25
2 to 3 ft.	1.25	1.00	2 to 3 ft.	2.25	2.00	5 to 6 ft.	4.50	4.00
3 to 4 ft.	1.75	1.50	<i>Ilex Croonenburg</i>			6 to 8 ft.	5.50	5.00
<i>Elaeagnus simoni</i>			2 to 3 ft.	2.25	2.00	<i>Magnolia soulangiana nigra</i>		
2 to 3 ft.	1.25	1.00	3 to 4 ft.	3.25	3.00	3 to 4 ft.	2.75	2.50
3 to 4 ft.	1.75	1.50	4 to 5 ft.	4.25	4.00	<i>Magnolia stellata</i>		
<i>Eucymus alatus compactus</i>			5 to 6 ft.	5.25	5.00	18 to 24 ins.	2.00	1.75
18 to 24 ins.	1.50	1.25	<i>Ilex East Palatka</i>			2 to 3 ft.	3.00	2.50
24 to 30 ins.	1.75	1.50	2 to 3 ft.	1.75	1.50	3 to 4 ft.	4.50	4.00
30 to 36 ins.	2.25	2.00	3 to 4 ft.	2.75	2.50	<i>Nandina domestica</i>		
<i>Eucymus coloratus</i>			4 to 5 ft.	3.75	3.50	15 to 18 ins.	.90	.75
18 to 24 ins.	1.25	1.00	5 to 6 ft.	5.50	5.00	18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25	<i>Ilex opaca fosteri</i>			24 to 30 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	2 to 3 ft.	2.25	2.00	30 to 36 ins.	1.75	1.50
<i>Eucymus fortunei erectus</i>			3 to 4 ft.	3.25	3.00	<i>Nandina domestica, dwarf</i>		
15 to 18 ins.	1.25	1.00	4 to 5 ft.	4.25	4.00	15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.50	1.25	<i>Ilex howardi</i>			18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00	<i>Osmanthus aquifolium</i>		
<i>Eucymus japonicus</i>			3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
18 to 24 ins.	1.15	1.00	4 to 5 ft.	4.25	4.00	<i>Osmanthus fortunei</i>		
24 to 30 ins.	1.70	1.50	5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	<i>Ilex Hume No. 2</i>			24 to 30 ins.	1.75	1.50
<i>Eucymus patens</i>			2 to 3 ft.	2.25	2.00	30 to 36 ins.	2.25	2.00
18 to 24 ins.	1.20	1.00	3 to 4 ft.	3.25	3.00	<i>Photinia serrulata</i>		
2 to 3 ft.	1.75	1.50	4 to 5 ft.	4.25	4.00	18 to 24 ins.	1.20	1.00
3 to 4 ft.	2.25	2.00	5 to 6 ft.	5.25	5.00	2 to 3 ft.	1.75	1.50
<i>Eucymus radicans,</i> several selected types			<i>Ilex Reynolds</i>			<i>Viburnum burkwoodi</i>		
15 to 18 ins.	1.20	1.00	2 to 3 ft.	2.25	2.00	18 to 24 ins.	1.50	1.25
18 to 24 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00	24 to 30 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	4 to 5 ft.	4.25	4.00	30 to 36 ins.	2.25	2.00
<i>Ilex cassine angustifolia</i>			5 to 6 ft.	5.25	5.00	3 to 4 ft.	2.75	2.50
3 to 4 ft.	3.50	3.00	<i>Ilex vomitoria</i>			<i>Viburnum chenaulti</i>		
4 to 5 ft.	4.50	4.00	15 to 18 ins.	1.15	1.00	18 to 24 ins.	1.50	1.25
<i>Ilex cornuta burfordi</i>			18 to 24 ins.	1.40	1.25	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.20	1.00	24 to 30 ins.	1.75	1.50	30 to 36 ins.	2.25	2.00
18 to 24 ins.	1.50	1.25	30 to 36 ins.	2.25	2.00	3 to 4 ft.	2.75	2.50
24 to 30 ins.	1.75	1.50	<i>Ilex vomitoria Pride of Houston</i>			<i>Viburnum juddi</i>		
30 to 36 ins.	2.25	2.00	18 to 24 ins.	1.40	1.25	18 to 24 ins.	1.50	1.25
3 to 4 ft.	3.50	3.00	24 to 30 ins.	1.75	1.50	30 to 36 ins.	2.25	2.00
<i>Ilex cornuta femina</i>			30 to 36 ins.	2.25	2.00	<i>Viburnum rhytidophyllum</i>		
18 to 24 ins.	1.50	1.25	<i>Ilex vomitoria, dwarf</i>			18 to 24 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	12 to 15 ins.	1.50	1.25	24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25	<i>Jasmine, floridum</i>			30 to 36 ins.	2.50	2.25
<i>Ilex cornuta Hume</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	3.25	3.00
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.50	4.00
18 to 24 ins.	1.75	1.50	2 to 3 ft.	1.75	1.50	<i>White Dogwood</i>		
24 to 30 ins.	2.25	2.00	<i>Laurel, Cherry</i>			2 to 3 ft.	1.20	1.00
30 to 36 ins.	2.75	2.50	2 to 3 ft.	1.50	1.25	3 to 4 ft.	1.75	1.50
<i>Ilex cornuta rotunda</i>			3 to 4 ft.	1.75	1.50	4 to 5 ft.	2.25	2.00
12 to 15 ins.	1.50	1.25	4 to 5 ft.	2.50	2.25	5 to 6 ft.	3.50	3.00
15 to 18 ins.	2.00	1.75	5 to 6 ft.	3.50	3.00	<i>White Dogwood (Cherokee Prince)</i>		
<i>Ilex crenata convexa</i>			6 to 8 ft.	5.00	4.50	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.00	.80	<i>Laurel, English</i>			4 to 5 ft.	3.75	3.50
15 to 18 ins.	1.25	1.00	15 to 18 ins.	1.25	1.00	<i>Pink Dogwood</i>		
18 to 24 ins.	1.75	1.50	18 to 24 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50	3 to 4 ft.	2.75	2.50
<i>Ilex crenata helzi</i>			<i>Laurel, Zaboli</i>			<i>Live Oak, B&B</i>		
12 to 15 ins.	1.20	1.00	15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50	4 to 5 ft.	4.00	3.50
18 to 24 ins.	1.75	1.50	2 to 3 ft.	2.50	2.25	5 to 6 ft.	5.50	5.00
<i>Ilex crenata latifolia, pyramids</i>			<i>Ligustrum lucidum (Black Wax)</i>			<i>Silver Maple, B&B</i>		
18 to 24 ins.	1.75	1.50	18 to 24 ins.	1.20	1.00	6 to 8 ft.	2.00	1.50
24 to 30 ins.	2.25	2.00	24 to 30 ins.	1.50	1.25	8 to 10 ft.	2.50	2.00
30 to 36 ins.	3.25	3.00	30 to 36 ins.	1.75	1.50	10 to 12 ft.	3.00	2.50
3 to 4 ft.	4.50	4.00	<i>Ligustrum lucidum Suwannee River</i>			<i>Southern Pin Oak</i>		
<i>Ilex crenata Magda</i>			15 to 18 ins.	1.15	1.00	8 to 10 ft.	5.00	4.50
12 to 15 ins.	1.25	1.00	18 to 24 ins.	1.40	1.25	10 to 12 ft.	6.50	6.00
15 to 18 ins.	1.75	1.50	24 to 30 ins.	1.65	1.50	12 to 15 ft.	9.50	9.00
			30 to 36 ins.	2.00	1.75			

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						Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	8 ins.	200	210 lbs.	\$4.25	\$40.00	F.O.B. Kansas City.
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
No. 4	13 ins.	12 ins.	25	Per 100 133 lbs.	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		

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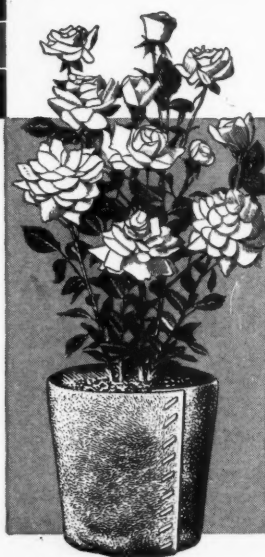
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- 6 Is neat and uniform in appearance, an asset to the sales area.
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- 9 Lightweight (but with all these qualities) to save on freight costs.
- 10 . . . and sufficiently low priced so that it may be given away with the plant.

DAY AT PENN STATE

The department of horticulture, Pennsylvania State University, University Park, will be host to the summer meeting of the Pennsylvania Nurserymen's Association August 25. Horticultural woods will be the scene for the meeting, with registration starting at 9 a. m. After a box lunch at 12 noon, a short business meeting will be held.

Conducted tours to view and study the various plantings on the campus, flower test gardens, turf plots and propagation experiments are on the afternoon program. A chicken barbecue will be served at 6 p. m. Prof. Robert Meahl, W. A. Morton, Jr., and Dominic Palombo are in charge of arrangements.

ARKANSAS SCHEDULE

The following program has been arranged for the Arkansas State Nurserymen's Association annual convention, according to Bill Noble, president. The sessions will be held August 25 to 27 at the Velda Rose motel, Hot Springs, Ark.

AUGUST 25

1 p. m.—Registration.

8 p. m.—Social hour.

AUGUST 26

9 a. m.—"Problems with Ornamental Pests," by Paul Gregg, Green Light.

9:45 a. m.—"Landscape Design for Today's Homes," by John Schatz, associate professor of horticulture, Southwest Missouri State College, Springfield, Mo.

10:45 a. m.—Panel discussion on landscape design, with John Schatz, moderator.

11:30 a. m.—"Roses for Arkansas," by Dr. H. R. Rosen, pathology department, University of Arkansas, Fayetteville, Ark.

1 p. m.—Visiting exhibits, sightseeing tours, fishing, golfing, swimming, boating.

7:30 p. m.—Banquet, McDonald Steak House.

AUGUST 27

8:30 a. m.—"Nursery Economics," by Dr. Don Farris, agricultural economics, University of Arkansas.

9:15 a. m.—"Small Business Advertising," by Dale Wild, Sarcocoe Nurseries, Sarcocoe, Mo.

10:45 a. m.—"Research of Acid Ornamental Plants," by Dr. George Bradley, horticultural department, University of Arkansas.

11:15 a. m.—"Pictures," by Dr. Neil Compton, M.D.

12 M.—Lunch.

ALABAMA PLANNING

The Alabama Nurserymen's Association, in cooperation with the horticulture department of the school of agriculture, the agricultural experiment station and the extension service of Auburn University, Auburn, Ala., is sponsoring the fourth annual short course for nurserymen and landscape gardeners September 15 and 16. Meetings will be held in

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Mugho Pine, 4-yr. transplants (2-2), 5 to 10 in.	75.00
Scotch Pine (Austrian Hill), 5-yr. transplants (2-3), 15 to 30 in.	85.00
Scotch Pine (Austrian Hill), 3-yr. transplants (2-1), 4 to 10 in.	65.00
Scotch Pine (North German), 3-yr. transplants (2-1), 4 to 10 in.	65.00
Scotch Pine (Spanish), 3-yr. transplants (2-1), 4 to 10 in.	65.00
White Pine, 4-yr. transplants (2-2), 6 to 8 in.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 8 to 15 in.	150.00
Engelmann Blue Spruce, 4-yr. transplants (2-2), 4 to 6 in.	80.00
Norway Spruce, 5-yr. transplants (2-3), 8 to 15 in.	85.00
Norway Spruce, 4-yr. transplants (2-2), 6 to 12 in.	75.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 in.	75.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 4-yr. seedlings (4-0), 6 to 12 in.	35.00
Douglas Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Fraser Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
Scotch Pine (North German), 3-yr. seedlings (3-0), 8 to 12 in.	25.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings, 5 to 10 in.	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	25.00
Japanese Black Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00

TERMS

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HOLLY HILL FARMS
Earleville, Md.

the ornamental horticulture greenhouses and Duncan Hall, Auburn University. Tours of research projects and panels on pest control, container plants and garden centers are features of the program, announced tentatively as follows by Henry P. Orr, associate professor of horticulture at the university:

SEPTEMBER 15

8 a. m.—Registration, ornamental horticulture greenhouses.

8:30 a. m.—“Research for the '60's,” a guided tour of ornamental horticulture greenhouses and grounds to view research in progress. Guides and discussion leaders: Fred Perry, Jr.; William Martin, Jr., and William Baughman.

10 a. m.—Pest control demonstration and discussions:

“Timely Tips on Disease Control—New Developments,” by Raymond Self.

“Bugs That Concern You,” by Walt Grimes.

“Tips on Soil Sterilization,” by William Martin, Jr.

12 M.—Lunch.

All following meetings held in Duncan Hall studio, unless otherwise noted.

1:30 p. m.—“Let's Discuss Our Growing of Container Plants!”, by Henry Orr.

“Environmental Control,” by Troy Keeble.

“Soil Mixtures and Fertilization,” by Tom Cannon.

“Cost Control,” by Tok Furuta.

“Grades and Standards,” by Charles S. Bush.

Discussion.

3:45 p. m.—“Chemical Weed Control in Ornamentals—a Must for the '60's,” by Bryson James.

5 p. m.—Barbecue under the pecans at Ivy, courtesy of T. C. King, King's Nursery, Auburn-Opelika.

7:30 p. m.—“Europe Through a Monocle,” by Robert Chase, Jr. Illustrated lecture outdoors at Ivy.

SEPTEMBER 16

8 a. m.—“Advances in Propagation for the '60's,” by Tom Cannon.

8:45 a. m.—“You—and Nematodes,” a guided tour of the nematology laboratory, with demonstrations and discussions, by Eldon Cairns.

10 a. m.—“You—and Soil Analysis,” a guided tour of the soil-testing laboratory, with discussions by Dennis Rouse.

11:15 a. m.—“Your State Inspector,” by B. P. Livingston.

12 M.—Lunch.

1:30 p. m.—Film: “Basic Landscape Design.”

2 p. m.—“What You Can Do about Roadside Development,” by Fletcher Farrington.

3 p. m.—“Let's Take a Look at Garden Centers,” with Tok Furuta, moderator.

“Layout of Garden Center,” by Clyde Fain, Jr.

“Inventory and Turnover,” by L. L. Aldridge.

“Plant Materials and Marketing,” by Fred Perry, Jr.

Pictorial material.
Discussion.

ANNUAL OKLAHOMA EVENT

Lake Texoma Lodge, Kingston, Okla., has been selected by the Oklahoma State Nurserymen's Association for its annual convention October 2 to 4, according to Cyrus E.

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Str. and Br.

Bartlett Pear Seedlings,
Str. and Br.

French Pear Seedlings,
Str. and Br.

Calleryana Pear Seedlings,
Str.

Manchu Cherry Seedlings
(*Prunus tomentosa*)

Mahaleb Cherry Seedlings

Mazzard Cherry Seedlings

Myrobalan Plum Seedlings

American Plum Seedlings

**Angers Rooted Quince
Cuttings**

Combination carloads to eastern distributing points.

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Props.



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EVERGREENS

Dark Green American Arborvitae	Each
4 ft., B&B	\$4.00
5 ft., B&B	5.00
6 ft., B&B	6.00
Globe Arborvitae	
15 ins., B&B	1.50
18 ins., B&B	1.75
24 ins., B&B	2.00
30 ins., B&B	3.00
Pyramidal Arborvitae	
4 ft., B&B	4.00
5 ft., B&B	5.00
6 ft., B&B	6.00
Canadian Hemlock, tightly sheared	
36 ins., B&B	4.00
4 ft., B&B	5.00
5 ft., B&B	7.00
Hetz Juniper, spreader	
18 ins., B&B	2.00
24 ins., B&B	2.50
Hetz Juniper, upright	
3 ft., B&B	3.00
4 ft., B&B	4.00
Greek Juniper	
15 ins., B&B	2.25
18 ins., B&B	2.50
Irish Juniper	
3 ft., B&B	1.75
4 ft., B&B	2.25
Pfitzer Juniper	
18 ins., B&B	2.00
24 ins., B&B	2.50
Norway, White, and Black Hills Spruce	
3 ft., B&B	3.00
4 ft., B&B	4.00
Colorado Blue Spruce	
3 ft., B&B	5.00
Taxus browni	
18 ins., B&B	4.50
24 ins., B&B	5.25

EVERGREENS—Continued

Taxus capitata	Each
24 ins., B&B	\$5.00
30 ins., B&B	6.25
36 ins., B&B	7.50
42 ins., B&B	8.75
48 ins., B&B	10.00
Taxus cuspidata	
12 ins., B&B	1.50
15 ins., B&B	2.50
15 ins., B&B, heavy	3.50
18 ins., B&B	4.25
24 ins., B&B	5.00
30 ins., B&B	6.00
36 ins., B&B	7.00
Taxus hicksii	
12 ins., B&B	1.50
15 ins., B&B	2.50
15 ins., B&B, heavy	3.50
18 ins., B&B	4.25
24 ins., B&B	5.00
30 ins., B&B	6.00
36 ins., B&B	7.00

BROAD-LEAVED EVERGREENS

Azaleas, evergreen	Each
18 ins., B&B	\$3.00
Azalea, mollis	
Unbudded, br., 9 ins., B.R.	.35
Budded, br., 9 ins., B.R.	.60
Budded, br., 12 ins., B&B	1.00
15 ins., B&B	1.50
18 ins., B&B	2.00
24 ins., B&B	2.50
Cotoneaster adpressa	
12 to 15 ins., can	1.50
Cotoneaster apiculata	
18 ins., can	1.50
Euonymus carrierei, upright	
18 ins., can	1.50
24 ins., B&B	2.50

BROAD-LEAVED EVERGREENS—Continued

Euonymus vegetus, upright	Each
2 ft., B&B	\$2.50
Ilex aquifolium	
2-gal. can	2.00
Ilex crenata convexa	
12 ins., can	1.25
12 ins., B&B	1.50
15 ins., B&B	2.00
18 ins., B&B	2.50
24 ins., B&B	3.00
Ilex crenata hetzi	
15 ins., B&B	2.00
18 ins., B&B	2.50
24 ins., B&B	2.90
30 ins., B&B	3.50
Ilex crenata rotundifolia	
15 ins., can	1.25
18 ins., B&B	2.50
24 ins., B&B	2.90
30 ins., B&B	3.50
Ilex crenata Stokes (patented)	
12 ins., can	1.50
Leucothoe catesbaei	
12 ins., can	1.50
18 ins., B&B	2.50
24 ins., B&B	3.00
Mountain Laurel	
15 ins., B&B	3.25
18 ins., B&B	3.50
24 ins., B&B	4.00
Pieris japonica	
12 ins., pot	1.25
15 ins., B&B	2.50
18 ins., B&B	3.50
24 ins., B&B	4.00
Pyracantha lalandi	
9 ins., pot	.75
15 ins., pot	2.00
24 ins., pot	2.50
24 ins., pot, berried	3.00

Adams, secretary of the association. Speakers, entertainment for the women and an enlarged trade show feature the program. A motorboat and trailer are a prize to be won by some nursery stock buyer, it is announced. The winner will be named at the banquet and dance which will conclude the program October 4.

NEW PROPAGATION GROUP

Plans have progressed for the holding of an organization meeting of a group sharing plant propagation interests in the western states, announced in the previous issue. A program is being scheduled for October 14 to 16, at Asilomar, near Monterey, Calif. Sessions will start at 6 p. m. October 14, with dinner, followed by a coverage of "Machine Grafting," from 7:30 to 9, with machines being demonstrated.

Saturday sessions will include talks on "Modern Methods of Seed Propagation," with specific information regarding pistache, croton and simi-

lar foliage plants; a moderated question and answer session, and completion of the organization setup.

After lunch October 16, the final events will be conclusion of the business session and up-to-date coverage of "Mist Propagation."

Reservations can be made by writing Don Hartman, Leonard Coates Nurseries, 2205 The Alameda, San Jose, Calif. Meals, lodging and registration for the meeting will be low for this area, it is stated. Transcripts of all research and scientific papers will be available to all attending.

MONTANA-WYOMING DATES

September 11 to 13 are the dates recently announced for the annual convention of the Montana-Wyoming Turf and Nursery Association by James S. Caras, Garden City Floral Co., Inc., secretary of the association. The Florence hotel, Missoula, Mont., has been selected as headquarters.

OREGON SUMMER SESSION

George Caldwell, Stark Street Nursery, Portland, chairman for the Indian summer session for nurserymen of the northwest, has announced that plans are well under way for the annual big fun meeting at Gearhart, Ore. The Gearhart hotel will again be convention headquarters, and the dates set are September 19 to 21.

The Willamette chapter of the Oregon Association of Nurserymen will show a first-run film Monday night, September 19. Tuesday there will be a short business session before lunch. Tuesday morning's speaker and the luncheon speakers for Tuesday and Wednesday are yet to be announced.

The program Tuesday afternoon will include a golf tournament, a ping-pong tournament and a bridge tournament. That evening a Polynesian beach party will be held, to be followed by a bingo party for all those wishing to attend.

"Kandid Kamera Kapers," will

BROAD-LEAVED EVERGREENS— Continued

Rhododendron (Hybrids)	
12 ins., pot	1.00
15 ins., pot	1.50
12 ins., B&B	2.00
15 ins., B&B	3.00
18 ins., B&B	5.00
24 ins., B&B	6.00
Rhododendron—Lee's Dark Purple, Dr. H. C. Dresselhuys, Catawbiense album, English roseum, Van Weerden Poelman, Cunningham's White	
15 ins., B&B	5.00
18 ins., B&B	6.00
24 ins., B&B	7.00
Pachysandra	
R.C., flats	.05

SHRUBS

Blueberries	Each
24 ins., B&B	\$2.00
Cydonia japonica	
24 ins., B.R.	.60
Euonymus alatus	
3 ft., B&B	2.50
4 ft., B&B	3.00
Euonymus alatus compactus	
24 ins., B&B	1.50
3 ft., B&B	2.50
4 ft., B&B	3.00
Forsythia Lynwood Gold	
4 ft., B.R.	.60
Forsythia suspensa	
4 ft., B.R.	.60
Magnolia nigra	
4 ft., B&B	5.50
Magnolia soulangiana	
4 ft., B&B	5.00
Viburnum carlesii	
18 ins., B&B	2.50
24 ins., B&B	3.00
36 ins., B&B	3.50
Viburnum dentatum	
3 ft., B.R.	.60
Viburnum juddii	
24 ins., B&B	3.00
Viburnum lantana	
4 ft., B&B	2.00

VINES

Boston Ivy	Each
18 to 24 ins., B.R.	\$0.45
2 to 3 ft., B.R.	.50

LINERS

Azalea mollis	Each
1-yr., TT.	\$0.25
2-yr., TT., br.	.35
Hypericum Hidcote	
2-yr., heavy	.20
Ilex crenata hetzi	
pot	.25
Leucothoe catesbaei	
7 to 12 ins.	.75
Pieris floribunda	
6 to 9 ins.	.45
Pieris japonica	
6 to 9 ins.	.45
Potentilla Gold Drop	.20
Rhododendron Hybrid Seedlings	
12 to 15 ins.	.75

TREES

American Redbud	Each
4 ft., B&B	\$2.50
5 ft., B&B	3.00
6 ft., B&B	4.00
7 ft., B&B	5.00
10 ft., B&B	6.00
Birch, Clump	
6 ft., B&B	5.50
8 ft., B&B	6.50
Cherry, Naden	
6 ft., B&B	5.00
Cherry, Weeping	
6 ft., B&B	4.50
Dogwood, kousa	
3 ft., B&B	3.75
4 ft., B&B	4.50
5 ft., B&B	6.25
6 ft., B&B	7.50
7 ft., B&B	8.50
Dogwood, Prosser, red-flowering	
3 ft., B&B	4.25
4 ft., B&B	6.00
Dogwood, red-flowering	
24 ins., B&B	2.75
30 ins., B&B	3.25
36 ins., B&B	4.25
4 ft., B&B	6.00
Dogwood, welchii	
2 ft., B&B	4.50
3 ft., B&B	5.00
Dogwood, white-flowering	
3 ft., B&B	2.25
4 ft., B&B	3.25
5 ft., B&B	4.25

TREES—Continued

Flowering Crab Apple, Almey	Each
5 ft., B.R.	\$1.75
5 ft., B&B	3.00
6 ft., B&B	6.00
8 ft., B&B	8.00
Flowering Crab Apple, Hopa	
5 ft., B.R.	1.75
5 ft., B&B	3.00
6 ft., B&B	6.00
8 ft., B&B	8.00
Flowering Peach, red	
5 ft., B.R.	1.25
Franklinia alatamaha	
3 ft., B&B	4.50
Golden Chain	
6 ft., B&B	5.50
Golden-Rain Tree	
5 ft., B.R.	4.00
Hawthorn, Paul's Scarlet	
5 ft., B.R.	5.00
1 1/2 to 1 3/4-in. cal., B&B	15.00
Locust, Moraine	
6 ft., B&B	6.00
9 ft., B&B	12.00
Locust, Sunburst	
7 ft., B&B	6.00
Maple, Columnar Norway	
1 1/2-in. cal., B&B	9.00
Maple, Japanese Dwarf Red	
2 ft., can	2.50
Maple, Norway	
1 1/2-in. cal., B&B	6.00
Maple, Red (Acer rubra)	
1 1/2 to 2-in. cal., B&B	8.00
Maple, Silver	
2-in. cal., B&B	9.85
Maple, Sugar	
2-in. cal., B&B	9.00
Mountain Ash, European	
6 ft., B.R.	2.50
Pin Oak	
1 1/2-in. cal., B&B	9.00
Prunus Newport	
6 ft., B&B	5.00
Prunus Thunderecloud	
6 ft., B.R.	1.75
6 ft., B&B	3.00
Tulip Tree	
1 1/2-in. cal., B&B	7.75

7%

TERMS: All prices are F.O.B. Perry, Ohio. We offer 2% discount for all cash sales and an added 5% discount for all cash sales of \$100.00 or more. All credit accounts are 2% 10 days, net 30 days with 6% service charge for accounts over 90 days. Transportation can be arranged at regular rates. All noted measurements are minimum.

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start the third day off, and the meeting will close with lunch. Mrs. Opal Lindstrom will be in charge of decorations, and Phineas McCoury will install the lobby display. Mr. and Mrs. Robert Walker and Jane Percy will take charge of registration. Carl Graff is chairman of the committee that will procure prizes for the session.

ROSE FESTIVAL PLANS

Tyler, Tex., will begin celebrating its annual Texas Rose Festival Friday morning, October 14, when the ribbon is cut opening the rose show at the Garden Center building in the city's Rose park. According to the festival program, the rose field tours and the art show are also scheduled to open Friday morning, all three features to continue daily through Sunday, October 16, when the festival ends.

Distinguished guests' luncheons will be held Friday noon, at the Woman's building for the ladies and

in the Carlton hotel ballroom for the gentlemen. The 1960 rose queen, Miss Carol Dean, daughter of Mr. and Mrs. L. A. (Slick) Dean, Arp Nursery Co., Tyler, will receive guests at the queen's tea in the rose garden of Rose park Friday afternoon, and the coronation ceremony and private coronation ball are scheduled for that evening.

The annual rose parade, with its flower-decked floats, will highlight Saturday morning's program, while the evening will bring the gala fiesta night, featuring professional entertainment in Rose stadium, and the queen's ball, open to the public. Rose vesper services Sunday evening will conclude the festival events.

FLORIDA TRADE MEET

The Florida Citrus building, Winter Haven, Fla., has been selected this year to house the big annual trade meet of the Florida Nurserymen and Growers Association, October 15 and 16. This strictly whole-

sale event gives attending nurserymen opportunity to sell surplus stock or trade it for needed material or buy supplies to balance stocks. The exhibit building is air-conditioned. Free coffee and doughnuts will be served from 7:30 to 9:30 both days at the display area, and there will be free orange juice available throughout the event.

The Haven hotel, Winter Haven, will be trade meet headquarters for lodging. Saturday evening there will be a catered meal at the hotel, with entertainment, including a special show.

MIDWEST BONSAI SHOW

The D. Hill Nursery Co., Dundee, Ill., has announced a midwest bonsai show to be staged at Dundee, August 19 to 21. Garden club members and other growers of bonsai have been invited to enter their specimens in the event. Mr. Gay, of the Hill staff, is serving as secretary of the show.

Arthur Hill, father of Jack Hill,

Northern-grown, Hardy, HYBRID RHODODENDRONS

In varieties and sizes up to 3 ft.

TAXUS CUSPIDATA CAPITATA

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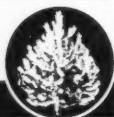
\$35.00 per 100; \$325.00 per 1000.

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Sheared, heavy, 24 to 30 ins.
Special price in ground.

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present manager of the business, was an early grower of bonsai plants in this country after requesting Yokohama Nursery Co., Ltd., Yokohama, Japan, to send experts in their culture to Dundee to provide knowledge of the art in this country. This was done in 1923, and Hill's has continued to grow numerous plants brought at that time.

AUSTRALIAN CONFERENCE

The Royal Horticultural Society of Victoria, Australia, has scheduled its first shade tree conference for October 3 to 8 at Melbourne. Tours, meetings and discussions are programmed for the conference, which is intended to coordinate tree management activities and initiate plans for shade tree plantings through the state of Victoria.

Guest of honor at the conference and the featured speaker in the symposium to be held October 6 will be Edward H. Scanlon, Edward H. Scanlon & Associates, Olmsted Falls, O. Mr. Scanlon will also officiate at the opening of the Royal Horticultural Exhibition October 3.

Points of interest in the Melbourne area to be visited during the conference include the Royal Botanic Gardens; the Burnley School of Horticulture; Williams Nurseries, Kalista, and the city parks and gardens of Melbourne.

BIG HARDWARE SHOW

The national hardware show, scheduled for the Coliseum, New York city, N. Y., October 10 to 14, is featured as having the world's largest showing of hardware and related products offered by manufacturers. All exhibition space at the show building will be used for the event, and 96 per cent of the area had been sold to exhibitors as early as May. Buyers of stock suitable for resale in garden shops should find in the great diversity of merchandise featured at this show ample material for consideration.

EUROPEAN SHOW DATES

One of the 1961 centenary celebrations marking the unification of Italy will be the international exhibition of flowers and other horticultural products, Fiori del Mondo, at Turin. The event will be staged in the Exhibition Palace in Valentino park April 28 to May 7 and in the park from April 28 to June 15.

The flower industry of the Italian Riviera and the principal Italian organizations and city park depart-

ments have booked large sites at the exhibition hall. Other European countries, Japan, South Africa and Hawaii have also taken space. Features will include a large rock garden and rose garden, which will remain as permanent presentations.

In 1962, the big international flower exhibition of Europe will be held at Valenciennes, France, April 27 to May 7. When this event was previously held there, in 1954, 4,000,000 persons attended it.

REGISTRIES FOR PLANTS

The editorial page of the February 1, 1960, issue of the American Nurseryman contained an announcement that the Arnold Arboretum had been appointed the national registration center for ornamental woody plants. Since that time the plant registration committee of the American Association of Botanical Gardens and Arboretums, in cooperation with the Arnold Arboretum, has assigned a number of genera to other individuals and institutions for the purpose of compiling plant registration lists. These individuals will publish tentative lists of the cultivars known for each genus in the near future. Requests for information regarding the registration of cultivars in these genera should be directed to the individuals to whom they have been assigned. Requests regarding registrations in genera not mentioned in the list below should be directed to the Plant Registration Center, Arnold Arboretum, Jamaica Plain 30, Mass.

Caryopteris, lagerstroemia, pyracantha, viburnum and vitex—Dr. Donald R. Egolf, National Arboretum, Washington, D. C.

Magnolia—Dr. John M. Fogg, Jr., Morris Arboretum, 9414 Meadowbrook avenue, Philadelphia, Pa.

Cornus—Dr. Richard A. Howard, Arnold Arboretum, Jamaica Plain 30, Mass.

Clematis—Dr. Sylvester G. March, National Arboretum, Washington, D. C.

Arctostaphylos, ceanothus, dendromecon, fremontia, garrya and romneya—Dr. Philip A. Munz, Rancho Santa Ana Botanic Garden, 1500 North College avenue, Claremont, Calif.

Buxus, fothergilla and pieris—Dr. Burdette L. Wagenknecht, Arnold Arboretum, Jamaica Plain 30, Mass.

Chaenomeles—Mrs. Claude Weber, Arnold Arboretum, Jamaica Plain 30, Mass.

Acer—Arnold Arboretum, Jamaica Plain 30, Mass. (With the cooperation of Dr. Brian O. Mulligan.)

STILL FORGING AHEAD...

CIRCULATION

(As of June 30 for years indicated)

1960	10,022
1958	9881
1956	9601
1954	8689
1952	7741
1950	7592

New Circulation High Means Greater Sales Potential for Advertisers

During the past six-month period, the circulation of AMERICAN NURSERYMAN surpassed the 10,000 mark, bringing it to the highest level in the magazine's history. The reason for this circulation growth is twofold: First, the industry is continually expanding, and second, the magazine's high caliber of editorial content merits the renewal of subscriptions by 85 per cent of its readers annually.

This circulation growth means *more business for you!* The magazine's new subscribers—many of whom are newcomers to the nursery industry—are in need of all types of supplies and equipment to operate their businesses . . . and particularly *nursery stock*. Growers will profit by acquainting these new subscribers with the offerings they have available. At the same time, their stock listings on the advertising pages of AMERICAN NURSERYMAN will continue to gain for them orders from the thousands of other nurserymen the nation over who read the magazine regularly and have come to depend on it for not only news of the trade but also information on availability of needed plant material.

This is the trade's market place. Put it to work for you during the next few issues, as buying for the fall season reaches its peak.

SEPTEMBER 1 issue closes AUGUST 12

SEPTEMBER 15 issue closes AUGUST 26

OCTOBER 1 issue closes SEPTEMBER 9

OCTOBER 15 issue closes SEPTEMBER 23

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THAN A QUARTER OF A CENTURY.See our large ad on pages 62 and 63
of the July 1 issue.**GROUND COVER PLANTS**By Dr. Donald Wyman
Describes more than 200 kinds of woody
plants and herbaceous perennials. Cov-
ers hardiness, planting, general mainte-
nance, winter protection, pruning, propa-
gation and lists of suitable plants.
176 p. (1956).....\$4.75

AMERICAN NURSERYMAN

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COVER ILLUSTRATION**Juniperus Squamata Prostrata**

Juniperus squamata prostrata is a rare prostrate form of this important ornamental genus. This dense slow-growing juniper seldom reaches a height of more than one foot and has gray-green leaves. It is rarely grown by commercial nurserymen.

For practical purposes, *Juniperus squamata meyeri* is the only *Juniperus squamata* in American trade today. The name *Juniperus squamata prostrata* occasionally appears in catalogs, but almost invariably it is applied to one of several other junipers.

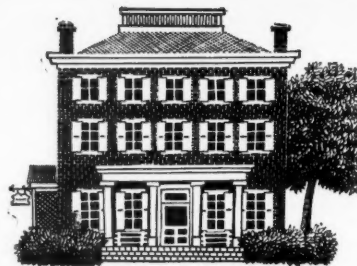
The commoner *Juniperus squamata meyeri* is of more upright growth, growing to a height of about four feet. Its habit of growth is irregular. Dr. Ralph W. Curtis and Dr. John Cornman, Cornell University, Ithaca, N. Y., state that it is "attractive as an individual plant while young and vigorous but soon becomes ragged and poor." Meyer's juniper has bluish-green foliage that is at its best in the fall. It is propagated by nurserymen from cuttings taken after a few heavy frosts, frequently in December and January.

There are other *Juniperus squamata* species, but these are practically unknown. There are, for instance, about a half-dozen *Juniperus squamata fargesii* plants in botanical gardens, perhaps as much as 10 feet tall, but never reaching the 70 feet that the variety attains in nature.

The commonest juniper in a prostrate form is *Juniperus chinensis sargentii*. It is valuable as a handsome ground cover because of its bright green, evergreen leaves. It is never more than one and one-half feet tall and usually densely matted. Landscape planters use it in rock gardens or for connecting evergreens in foundation plantings.

Juniperus horizontalis plumosa, or Andorra juniper, is another common prostrate juniper. This one attains a height of three feet and spreads to eight or more feet when fully matured. Like *Juniperus chinensis sargentii*, Andorra juniper has a winter bronze color, almost purple. If it grows in partial shade it may not take on this undesirable color, but then neither does it grow as well. Both are hardy in zone 2.

There are other prostrate junipers, but they are not grown frequently by nurserymen. Some others are Waukegan juniper, *J. horizontalis douglasii*, grown for its steel-blue

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at minimum prices

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BroadleavesSee classified ad this issue.
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Fairhaven, Mass.**LINING-OUT STOCK**Seedlings, Rooted Cuttings
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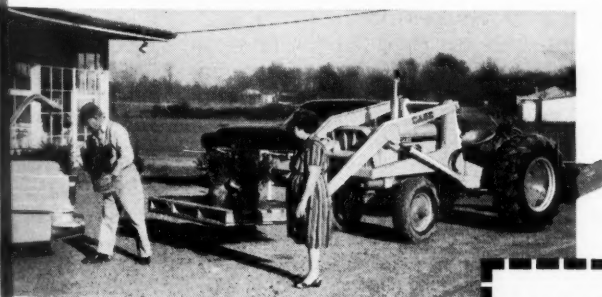
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Grapes including the Interlaken Seedless and Himrod Seedless, Currants, Gooseberries and Berry Plants, also Hydrangea P. G., Nikko Blue Hydrangea and Spiraea Anthony Waterer.

We wish to announce that we have bought the stock of the K. F. Rynalski Nursery of Fredonia, N. Y., and are in a position to furnish their customers with the same high-quality stock they have been buying from the Rynalski Nursery. We believe this purchase gives us about the best selection of American Grapevines to be found.

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HARDY NEW ENGLAND GROWN STOCK

White-Flowering Dogwood
2 to 3 ft., 3 to 4 ft., 4 to 5 ft.,
5 to 6 ft., 6 to 7 ft., 7 to 8 ft.,
8 to 10 ft.

Azalea mollis
15 to 18 ins., 18 to 24 ins.,
24 to 30 ins.

Colorado Spruce
2 to 2½ ft.,
3 to 3½ ft.

Pink-Flowering Dogwood
4 to 5 ft., 5 to 6 ft.

Azalea poukhanensis
12 to 15 ins., 15 to 18 ins.,
18 to 24 ins.

Norway Spruce
2 to 3 ft.

All stock in first-class condition. Shipments in beetle zone only. Available for fall or spring shipment.

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Write for wholesale price list.

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TAXUS CAPITATA

3-yr., Seedlings

1000 rate	Each
2500 or more	12c
	10c

A. N. PIERSON, INC.
Cromwell, Conn.

foliage; Juniperus horizontalis glauca, grown for its blue-green leaves similar to the Waukegan juniper; creeping juniper, J. chinensis procumbens; prostrate juniper, J. communis saxatilis, and shore juniper, J. conferta.

The most frequent insect pest of junipers is the hard scale, which is easily controlled with lime-sulphur. Red spiders, bagworms, red cedar aphid, bark beetles and borers occasionally attack this genus, but they never become major problems. No particular insect seems to affect Juniperus squamata prostrata. Twig blight and wood decays are plant diseases that may attack junipers, but usually they do not single out this particular variety. R. T.

CONNECTICUT TREE GROUP

The Connecticut Tree Protective Association held its annual summer meeting July 13 at Westport, Conn., with 225 attending. The scene was the splendid facilities of the 200-acre Longshore park, which was recently purchased for the use of Westport citizens. Members and their families enjoyed the beach, pool, tennis and golf during the day.

A large number of exhibitors and demonstrators participated. Greatest interest was shown in the removal of a large elm tree, which had suffered death from Dutch elm disease. Aerial lifts and power saws and pruners were used. In the area, coffee and other refreshments were served.

The noon lunch was held in the clubhouse. The presiding officer was Victor J. Jarm, department of parks and recreation, Hartford, president. The local chairman for the event was Coleman S. Williams, who introduced guests of the organization. The welcome was extended by Herbert Baldwin, first selectman of Westport. Working closely with the local committee was Howard Z. Lehrman, park manager.

Officers of the Connecticut Tree Protective Association were presented as follows: President, Victor J. Jarm; vice-chairman, Paul R. Walgren, Bethany; secretary-treasurer, Harry E. Muench, Branford, and editor, Dr. Fred B. Widmoyer, University of Connecticut, Storrs.

Demonstrations of spraying, mosquito control and stump removal concluded the program.

Fred B. Widmoyer.

GRAND opening of the Garden Center Nursery, 1600 North Prince, Clovis, N. M., was held July 2 to 4 by owner Horace Woodburn.

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Streets—Parks—Forests

Long Life—Strength—Coloring

Collected. Nursery Grown.

Any quantity available.

1/2 to 12-in. cal.

Beech, Ash, Red Maple, Red Oak, Birch and Shadblow also available.

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R. D. 1 Doylestown, Pa.

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ROCKY HILL, CONN.

TAXUS

Heavy *Taxus capitata* liners, XX, transplanted in field row. Sheared and cut back; 12 to 15 ins. and 15 to 18 ins. Reasonable prices. Also quality finished stock, 30 to 42 ins.

Pickup at nursery.

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BEGINNING IN THE NURSERY BUSINESS

By John J. Pinney

Articles from the American Nurseryman: Retail salesyards, landscape nurseries, garden centers, mail-order nurseries, agency nurseries, container stock, financing and keeping records. 64 p. (1958)\$1.00

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

OBITUARY

C. J. Overdevest

Cornelius J. Overdevest, 65, owner of the Deerfield Nurseries, Deerfield, N. J., died at his home at Deerfield July 16 after a prolonged illness. Until two weeks before his death, however, he had supervised the operation of his business.

Born in Holland, he was active in bulb growing from childhood until 1918 when he became manager of the bulb department of the former Del Bay Farms, later purchased by C. F. Seabrook and operated as Seabrook Farms.

In 1927, Mr. Overdevest entered the nursery business, starting the Deerfield Nurseries, and became well known in the industry. His azalea exhibits in the Philadelphia flower show gained him wide acclaim. He was a member of the American Association of Nurserymen and the New Jersey Nurserymen's Association.

Surviving are the widow, Dorothy, and five brothers, Gerard and John, Deerfield; Theodore, Cedarville, and Adrian and Joseph, both of Holland.

William N. Tomlinson

William N. Tomlinson, a pioneer store owner and citrus rancher at Whittier, Calif., died at his home July 8 at the age of 93. The English-born merchant had lived at Whittier since 1907, at which time he was co-owner of the first large department store in the city. He later bought and managed groves and town property. Mr. Tomlinson is survived by a son, Francis C. Tomlinson.

OPERATED as an outlet for Foster Nursery & Greenhouse, Wichita Falls, Tex., is the new Western Hills Nursery & Garden Center, on Farm-Market road, owned by Joe Foster and C. D. Johnson. Tropical plants will be a specialty, and gardening equipment will be carried in addition to plants.

BALMAIN NURSERY, Westminster, Calif., has been remodeled and formally opened by James and Gertrude Balmaine, recent purchasers of the business. Mr. Balmaine has had long experience as a tree surgeon and landscape engineer.

EVERGREENS and shade trees will be featured by Earl Chard's Nursery, a retail and wholesale business being started by Earl and Mary Chard at Harrisonville, N. J.

B&B TAXUS

in variety including:

DENSIFORMIS AND BROWN

Heavy sheared, transplanted or root-pruned frequently.

CRIMSON KING MAPLES

well-spaced, good heads, up to 2 to 2 1/2-in. cal.

PINK DOGWOODS

Spaced 4 x 6 ft., root-pruned, sizes up to 10 ft.

Write for price list. All stock certified for western shipment. We would enjoy having you visit us and look over our stock.

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- Quality Nursery Stock
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Growers of a general line of nursery stock. Visitors welcome.

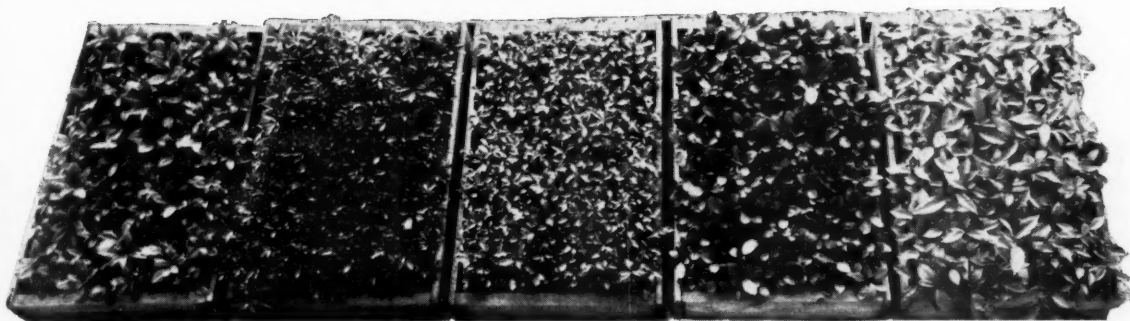
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When you look for Euonymus—
LOOK for the EMERALD!
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SEED — SEEDLINGS — TRANSPLANTS

SPECIES AND HYBRIDS—AZALEA, LEUCOTHOE, PIERIS, RHODODENDRON



Azalea mollis

Azalea poukhanensis

Azalea mucronulata

Rhododendron Hybrids

Leucothoe catesbaei

These are some of our started seedlings (ss). Picture was taken in August. Seedlings received earlier will be smaller. Smaller seedlings, however, generally transplant with a better percentage of survival. Rid yourself of fuss, risk and bother by buying our seedlings or transplants now.

s—SEED available in \$1.00 packets of from 300 to 500 seeds, sent postpaid.

ss—STARTED SEEDLINGS as pictured above available in flats holding at least 400 to 500 seedlings. You may take them now or later, as you wish. Cultural suggestions are furnished. Orders also taken now for new crops in the fall and next spring.

st—TRANSPLANTED SEEDLINGS available in flats of 52 and 66 plants. Strong, sturdy little plants with well-developed root system in our special mixture of soil, sand, peat and Styrofoam.

QUANTITY DISCOUNTS: 10 flats or 20 half flats or combination—deduct 5%.

25 flats or 50 half flats or combination—deduct 10%.

PICKUP DISCOUNT: Pickup at the nursery entitles purchaser to a discount of 3%.

ITEMS BELOW: Started Seedlings (ss)—\$20.00 per flat, \$11.00 per half flat (*). Transplanted Seedlings (st)—\$9.10 per flat of 52 (17½¢), except \$11.55 per flat of 66 (17½¢) where noted (66).

- st Azalea Embley Hybrids, mixed colors
- st Azalea Knap Hill Hybrids, mixed colors (66)
- st Azalea mollis Mrs. Oliver Slocock, rich orange-yellow
- ss, st Azalea mollis Lemonora, apricot with rose center (66)
- ss, st Azalea mollis Robespierre, orange-red (66)
- ss, st Azalea mollis Louise Hunnewell x Japonica aurea
- ss, st Pieris floribunda (Mountain Andromeda) (66)

RHODODENDRON HYBRIDS

- ss, st Britannia x fortunei
- ss, st Discolor Hybrids
- ss, st Farquhar's Hybrids, very hardy, pink and red
- ss, st Fortunei, crossed with hardy low variety
- ss, st Fortunei, crossed with hardy tall variety
- ss, st Fortunei, hardy variants, possible red hybrids

ITEMS BELOW: Started Seedlings (ss)—\$15.00 per flat, \$8.25 per half flat (*). Transplanted Seedlings (st)—\$6.50 per flat of 52 (12½¢), except \$8.25 per flat of 66 (12½¢) where noted (66).

- s, ss, st Azalea kaempferi, salmon-pink to salmon-orange
- s, ss, st Azalea poukhanensis, early reddish-violet
- s, ss, st Leucothoe catesbaei (Drooping Leucothoe)
- s, ss, st Pieris Japonica (Japanese Andromeda)
- s, ss, st Rhododendron carolinianum, low, compact, pink

RHODODENDRON HYBRIDS

- st Boule de Neige, hardy white, compact
- s, ss, st Caracacus, crimson, hardy, compact (66)
- s, ss, st Catawbiense Album, hardy, white, compact
- s, ss, st Charles Bagley, large rose-red, broad, compact
- s, ss, st English Roseum Elegans, excellent rose-pink
- s, ss, st General Grant, good red, very hardy
- st White Gem, large-flowered, white

ITEMS BELOW: Started Seedlings (ss)—\$17.50 per flat, \$9.50 per half flat (*). Transplanted Seedlings (st)—\$7.80 per flat of 52 (15¢), except \$9.90 per flat of 66 (15¢) where noted (66).

- ss, st Azalea calendulacea, red and orange
- ss, st Azalea Japonica, yellow (66)
- ss, st Azalea mollis, orange-yellow (66)
- st Azalea mollis, mixed colors
- st Azalea mollis Hortulanus Witte, orange-yellow (66)
- st Azalea mucronulata, very early, rose-purple
- st Azalea vaseyi, Tyrian-rose to rose-pink
- s, ss, st Azalea William III, orange to orange-red
- st Rhododendron carolinianum album, low compact, white
- ss, st Rhododendron decorum, white to soft rose
- ss Rhododendron racemosum, dwarf early, pink
- ss Rhododendron smirnowi, very hardy, rose

RHODODENDRON HYBRIDS

- st America, hardy, spreading, red
- s, ss, st Atrosanguineum, good growing, red (66)
- st Charles Butler (fortunei), bluish-pink, fragrant (66)
- s, st Charles Dickens, very hardy, good red
- st Kettledrum, very hardy, compact, good red (66)

(*) SHIPPING INFORMATION: Flats are packed in special strong cartons for safe shipment. Half flats must be ordered in multiples of two.

NOTE: Seedlings of hybrid clones do not present plants of character identical to the parent from which seed was picked and must not be named thereafter. A large enough percentage should, however, be of equal or better character as to make planting both profitable and interesting. Cultivar names and descriptions are used here for genetical interest only.



JOHN VERMEULEN & SON, INC.

Neshanic Station, N. J.

Descriptive catalog mailed on request.

Growing top-quality hardy liners exclusively since 1921.



CHARLIE CHESTNUT

INTERVIEW WITH THE V. P.



Before the Cincinnati convention I went up to St. Paul to interview Mr. Bailey, the vice-president, and get his platform, if he was going to run for president, which he did.

By the way my bus fare was \$11.38 round trip; then I stayed one night at a hotel in Red Wing, that was \$3.00, and I had several meals, so the total expense was \$18.80. Could you send me that right away, as Emil don't pay until the end of the month, that is if the interview is satisfactory to you?

When I got there I had to wait a long time at his office for him to show up. When I am at Emils we always get to the office at 7 A. M. or a little before. He didn't show up until 8:30, so I had a chance to go over my notes a little to get my questions in order.

Following is the gist of my interview. I had my questions all ready when he came in. I was determined to find out if his hat was in the ring and if he was going to run for president of the convention and how he was going to lead the members out of the wilderness.

I started right out to put him on the spot, as you will see. My first question was, "Are you going to enter the primaries in the different states or will you run as a dark horse?"

Before he could answer, the phone rang, and he hung on the phone for ten or twelve minutes. It was a call in regards to some cans of nursery stock. I couldn't just get the conversation, but it was quite an argument as I judged from the remarks.

"What was that you said, Chas.?", he asked me after he hung up.

"I said are you going to run as a dark horse for the president of the convention?"

"Well now, Chas., that is a question that—." There one of his foremen come in and wanted him to look at a truck load of Ash to see if they was too crooked for a certain customer. (I won't say who they was for, altho I couldn't help hearing the conversation.)

"Excuse me for a few minutes, Chas.," he said "I'll be right back." And he went out the back door and was gone the longest time. I took to looking around the office and natu-

rally couldn't help but see some of the orders on his desk. I thought at the time that Emil would sure like to have some of them orders, but of course I wouldn't say nothing like that to him. After a little he was back. "Where was we at Chas. when we was interrupted?", he said.

"I aint got nothing down so far," I said. "What I am trying to find out is if you are going to run for president of the convention or will you wait for them to draft you?"

"The way it seems to me Chas. it aint just—."

Thats as far as he got. It seems that one of the help got into an argument with the foreman, and the man come busting into the office and wanted his money. He only had two days coming, so there was the business of writing a check and getting that straightened out. I never seen so much fussing around.

Finally I got a word in. What is

your platform, Mr. Bailey? What are you going to have for planks like—?"

"Say, Chas., while I think of it, I got a inquiry here from John Bush-bottom this morning," shuffling the stuff on his desk. "He wants a car load of Silver Maples for spring; what do you know about his credit?"

"Well I would say he is good. He has got the money all right, if you can get it out of him. But there is always a catch to everything before he will pay. Either he will tell you the stuff is away undergrade, or it is too crooked, or it don't have any roots, or some other excuse so he can chisel off a few cents a tree, so he can undersell everybody else. You have to be very careful with John," I told him. I didn't hold nothing back in regards to John, as Emil has had as much experience with him as any of the members of the convention.

"Here is my next question, Mr.

TAXUS

Quality Liners

Hatfield, upright		Per 100
4-yr., T.T., 10 to 14 ins.		\$55.00
2-yr., T., 8 to 10 ins.		28.00
Brown		
3-yr., T., 8 to 10 ins.		40.00
1-yr., T., 6 to 8 ins.		18.00
Kelsey, upright		
2-yr., T.T., 8 to 10 ins.		30.00
50 at the 100 rate		

BLAKE'S NURSERY

P. O. Box 93 Saddle River, N. J.

PIERIS JAPONICA

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White, "Lily of the Valley" flowers appear with the first warm weather, and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

4 to 6 ins., T.	15c
6 to 8 ins., T.	20c

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DIRKMAAT AZALEA FARM

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Azaleas—both budded and lining-out stock—are our specialty. See our classified ads.



LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

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Deerfield, N. J.

QUALITY LINERS

WILSEY EVERGREEN NURSERY

Cortu, N. Y.

Phone: East Pembroke 6411
Located Near Indian Falls

PINUS THUNBERGI LINERS AND FINISHED STOCK BLACK PINE

	Per 1000
1-yr., S., 3 to 5 ins.	\$ 30.00
2-yr., S., 6 to 10 ins.	50.00
3-yr., S., 15 to 20 ins.	75.00
4-yr., S., 18 to 24 ins.	150.00
3-yr., T., 12 to 18 ins.	250.00
4-yr., T., 18 to 20 ins.	500.00
5-yr., T., 24 to 30 ins.	1000.00

	Each
2 to 3 ft., sheared, B&B	\$ 4.00
3 to 4 ft., sheared, B&B	7.50
4 to 5 ft., sheared, B&B	10.00
5 to 6 ft., sheared, B&B	12.50
6 to 8 ft., sheared, B&B	20.00

Our Black Pine are grown from a Northern Japan Compact strain and are very dark green in color.

BAIER LUSTGARTEN

Jericho Turnpike, Middle Island, L. I., N. Y.

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Long Island's Largest Nurseries

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ILEX CONVEXA

One of the largest blocks of hardy, northern-grown Ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

18 to 24 ins.	\$3.00
24 to 30 ins.	3.75
30 to 36 ins.	5.50
3 to 3½ ft.	6.50

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.

TAXUS

In varieties,
certified for western shipment.

BULK'S NURSERIES, INC.

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Bailey," I said. "What is your policy in regards to the expense account of the president of the convention? Do you think the president should go to work and make up a itemized account of everything he spends at the different meetings or should he just put in for expenses a certain lump sum? Some of the members are anxious to know how you stand on that."

"Wait a minute, that reminds me I took Oscar Applequist out to dinner yesterday and I forgot to hand in an expense account," he said, writing something down on a piece of paper. "By the way, you can tell Emil that Oscar is in the market for a lot of honeysuckle, but you got to take green rhubarb in trade. If everybody in Minnesota takes a dozen we will still have too many left, so I aint interested in a trade."

"We are in the same boat, but I'll tell Emil," I said. "Now lets get on with the interview, otherwise I wont never get it written down. The next question," I said consulting my notes, "is in regard to super markets and drug stores, etc. Are you in favor of nurserymen selling to such outfits? Thats an important question several of the members are sore about. What is your policy if you are the president of the association?"

"Well, Chas., that is a ticklish question. Up until last year I always said—"

Just then his head salesman come in. I seen him at different conventions buying drinks for the members, but I cant recall his name, some kind of an Irishman, I think. Anyway he stopped to chew the rag with me until I completely forgot what the last question was. I thought I better start fresh with the questioning.

"What do you think of doing away with the delegates and alternates? The idea is just to let the board decide things. It would save a lot of money, and Emil says we could do away with most of the dues and probably get a lot of new members. This was really Emil's question; he wanted me to get your ideas on it."

"I hadnt heard of the idea," said Mr. Bailey. "It sounds a little— That reminds me that Oscar Applequist told me he couldnt be a delegate, so I got to get some one else. I got to make a note of that. He wrote down something, and while he was at it I studied over my questions."

"Here is a question the editor wants me to check on," I said. "He said to be sure and get your views"

"What is the question, Chas? I'll be glad to give you my ideas," said Mr. B.

"What do you predict for the

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1000 to 4000	7.50	9.00	2 1/4 LBS.
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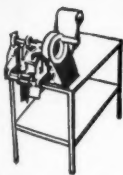
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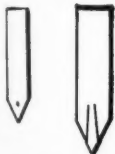
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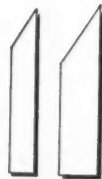
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coming year on business? Take plenty of time to think it over," I said.

"The way it looks to me, of course it's a little too early to say for sure." Just then there was a bell rung and everybody jumped up and started someplace.

"What is this, a fire drill or something?" I asked.

"That's our coffee break, comes at 10:30 in the morning. We take ten minutes off. Better come and have a cup of coffee."

There wasn't nothing to do but go along, which we did. After that he showed me his greenhouses and I made some mental notes on how he made cuttings and how his stand was. "We worked out a special system on cuttings," he said. "Notice the stand we got, Chas.?"

So far I couldn't see it was any different than that of any of the members, in fact I seen better, but every member figures he has got the best system, so I didn't say nothing derogatory, but I said, "We better get back to the interview." Altogether we monkeyed around almost an hour before I resumed asking questions.

I thought I would catch him before anything else happened, so I started right in. "Who have you got in mind for the different committees for the convention?" Emil told me he would like to get on the Arboretum Committee that is if they pay expenses, Emil said.

"I aim to give a good administration if elected," Mr. B said. "If the members choose me to run for president of the convention I will go to work and—"

Now what, I thought. It seems like everytime I get started something comes up to throw him off the beam.

Mr. B looked at his watch. "My goodness, its time for lunch, I want to take you out to dinner," he said. Well it wasn't up to me to argue, as he said it like he was going to pay for the dinner and as I had been up since five o'clock I was ready. We went to a place I thought was a saloon, as there was a bar in front. I had a short beer and Mr. B ordered a glass of milk. I waited for him to order and he did, and I took the same without paying too close attention. It turned out to be a lettuce and peanut butter sandwich, which aint just what I am used to, but I thought it would hold me until I could get out and get a good meal someplace. I guess he aint done a tap of work in the field for years and he dont have no appetite.

When we was thru with our sandwich I got out my papers and thought this might be a good time to continue the interview, so I said to

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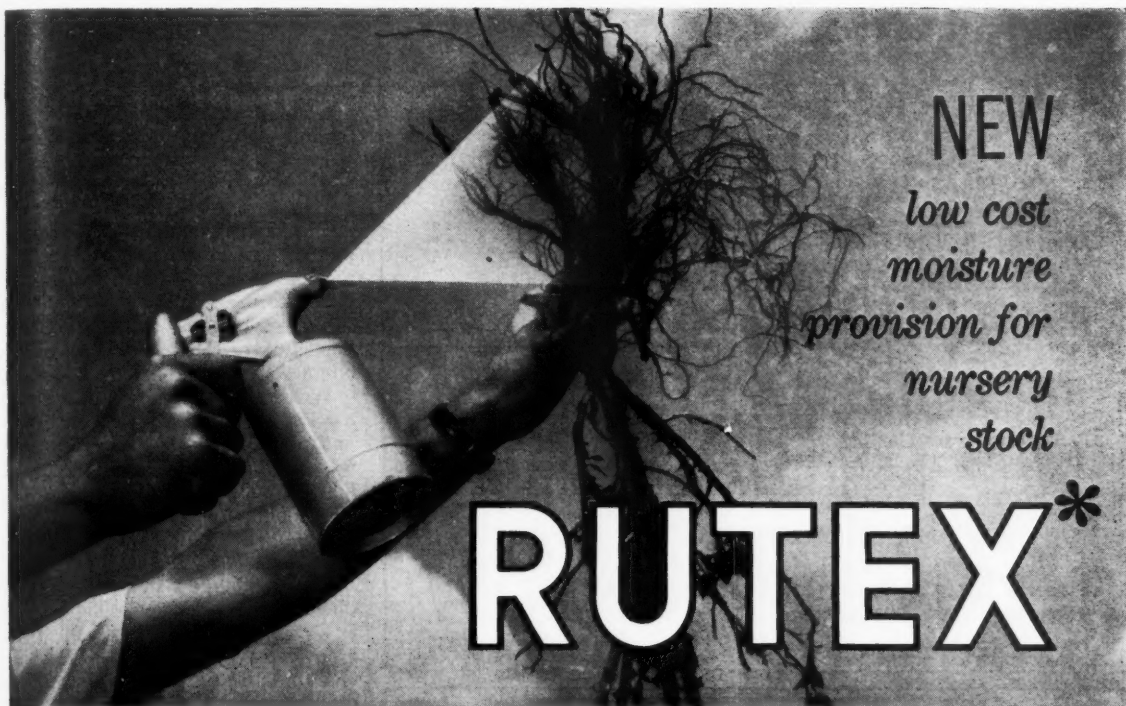
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Boston Ivy

Currants

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Mr. B, "Now in regards to the next meeting, what would you think of Peoria? That would be central, Emil said, and we might both get to go, but not if you hold it in Boston or Seattle, or maybe now that we got some new states they might decide on Honolulu or someplace in Alaska."

I looked at him, but he wasn't paying any attention, but was making some notes in his book. "Just happened to think," said Mr. B, "I got to prune a block of spruce over in our new nursery. Did I ever show you our new nursery?"

We drove around and around past block after block of trees and shrubs until I didn't know where I was. I was just bouncing around, with my notes flopping in the breeze, when he pulled up. "Get out here, Chas.," said Mr. B, "I want to show you something."

Well he showed me a gooseberry that had gooseberries as big as pullet's eggs. "We're going to call it the Paul Bunyon Gooseberry. What do you think of that for a name? We been propagating it for a couple of years. I got a patent on it."

"According to my experience, Mr. B, it could have gooseberries as big as a baseball, but it wouldn't change nothing. Outside of a few old graybeards and old ladies we don't get a call for gooseberries more than once every other year. Gooseberries went out with the buggy whips." I guess that kind of took the wind out of his sales, because he got back in the car and drove on and didn't say a word until we got back to the office. I could see he was getting a little tired of the interview, but I kept at him. I was bound to find out what kind of a candidate he would be for the president of the convention.

"Have you taken it up with the other members of your company whether they will let you off for a whole year, going to every cross roads convention and reading off the fancy figures that they hand you from the Washington office? They that has done it usually take two or three years to get back the business they lost while they was wandering around the country making speeches. Now that we got fifty states, you will have to be going to Bear Tracks, Alaska, and to Honolulu for the meetings. You won't get home only once a month or so. That is an important question to think over."

"Of course I ain't elected yet, but if I am voted in as president of the convention, it is my main concern to—"

Just then the phone rang. It was his wife wanted him to bring home

HILLMAN WREATH RINGS AND MACHINE

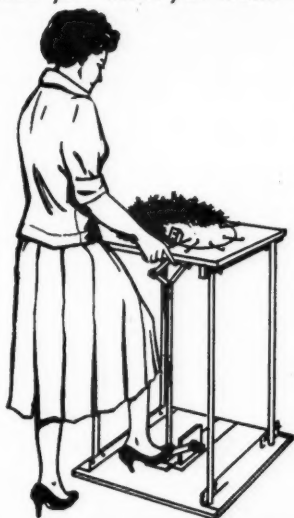
689 RIVER DRIVE • SWarthmore 6-1236 • EAST PATERSON, NEW JERSEY

Why continue to hand-wrap evergreen wreaths? You will find, as many thousands have already discovered, the time you save will amaze you when you make Christmas wreaths the Hillman way.

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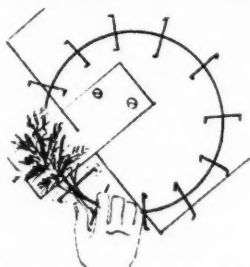
HOW TO INSTALL THE WREATH MACHINE

1. Make sure the connecting rod is straight up and down.
2. Foot pedal must touch the floor before the jaws are completely closed.
3. Adjust the cams on the sides of the jaws so that the clip fits snugly.
4. Adjust the jaws when you use a different size clip.
5. Oil moving parts occasionally.



Insert your Hillman machine into a table slot or clamp it to the outside of a bench. The Hillman machine is completely portable; when not in use, it can be taken down and stored away. **All machine parts are guaranteed, regardless of the year purchased; any broken part will be replaced without cost.** (Springs are free.)

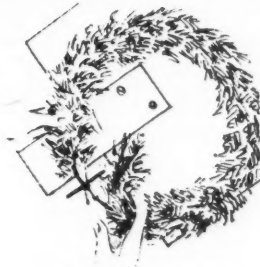
TO MAKE A WREATH—FOLLOW THESE INSTRUCTIONS



Step 1. Place clip of ring into jaws of machine. Place greens into clip and step on foot pedal to close clip over greens.



Step 2. Repeat same operation as you move clockwise. The amount of greens in each clip depends on whether the wreath is light or heavy.



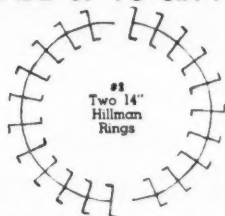
Step 3. To finish wreath, lift first handful of greens with right hand and place last bunch of greens into last clip with left hand. After closing clip, allow first greens to fall into place.

INSTRUCTIONS FOR EXTRA-LARGE WREATHS

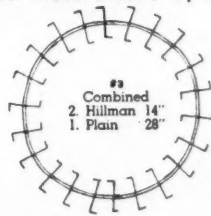
ANY SIZE WREATH CAN BE MADE UP TO SIX FEET — See illustrations 1, 2 and 3.



#1
One 28"
Plain
Ring



#2
Two 14"
Hillman
Rings



#3
Combined
2. Hillman 14"
1. Plain 28"

1. Cut Hillman rings with wire cutter and place under plain ring.
2. Complete one section with Hillman ring at a time.

OTHER USES FOR RINGS

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- In making sprays, skip every other clip.
- Cut rings apart and straighten to size desired.
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	24 to 30 ins., B&B.....	\$5.50
300	Cuspidata Yew,	
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200	Cuspidata Yew,	
	18 to 24 ins., B&B.....	4.25
200	Hicks Yew, 18 to 21 ins.,	
	B&B	3.25
100	21 to 24 ins., B&B.....	4.00
25	24 to 30 ins., B&B.....	4.50
150	Globe Arborvitae,	
	21 to 24 ins., B&B.....	3.00
200	Euonymus Alatus,	
	24 to 30 ins., B&B.....	3.00
200	Euonymus Sarcocoe,	
	12 to 15 ins., B&B.....	1.50

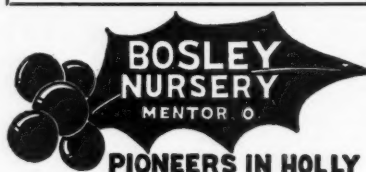
This stock has been sheared heavy. It is full and compact.

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a loaf of bread for supper. He made a note of that and settled down like he was ready to give me his undivided attention.

"Chas.," he said, "The nursery business is going thru growing pains. Nobody knows where it is headed. It sure aint like it used to be, and I'm going to lean with the wind."

So now you can see how I come to the conclusion the members would make no mistake if they put Mr. Bailey up for president of the convention, as they did. I think he will make a good man.

DOGWOOD GRAFT FUNGUS

[Concluded from page 12]

ent in the bed, results are likely to be disastrous, because all of the conditions for rapid spreading, such as crowding and high humidity, are present.

Control of Black Mold Fungus

Control of black mold should not be too difficult. As far as cultural conditions are concerned, the following should be emphasized: The use of healthy, vigorous stock and scions and efficient sanitary procedures, especially if the disease has been present for several years. This may necessitate disinfecting propagating houses and cutting benches. Formaldehyde (1-40) has been recommended for this, if steam is not available. If material from an infected bed is to be re-used it should be sterilized. Chemical treatment of stock and scions has been attempted, but the results have been variable. The treatments generally consist of either dipping or spraying various plant parts. Ceresan one pound to 100 gallons of water and formaldehyde (1 to 320) were successful in the case of rose grafts. Waxing also seems to cut down the incidence of disease.

Summary: Black mold is a relatively minor disease, although at times severe losses may occur. Fortunately, the disease seems to be relatively sporadic, and a grower who experiences a bad outbreak one year may escape the next. Control should not be too difficult and should be based on sanitation and the use of healthy, vigorous stock.

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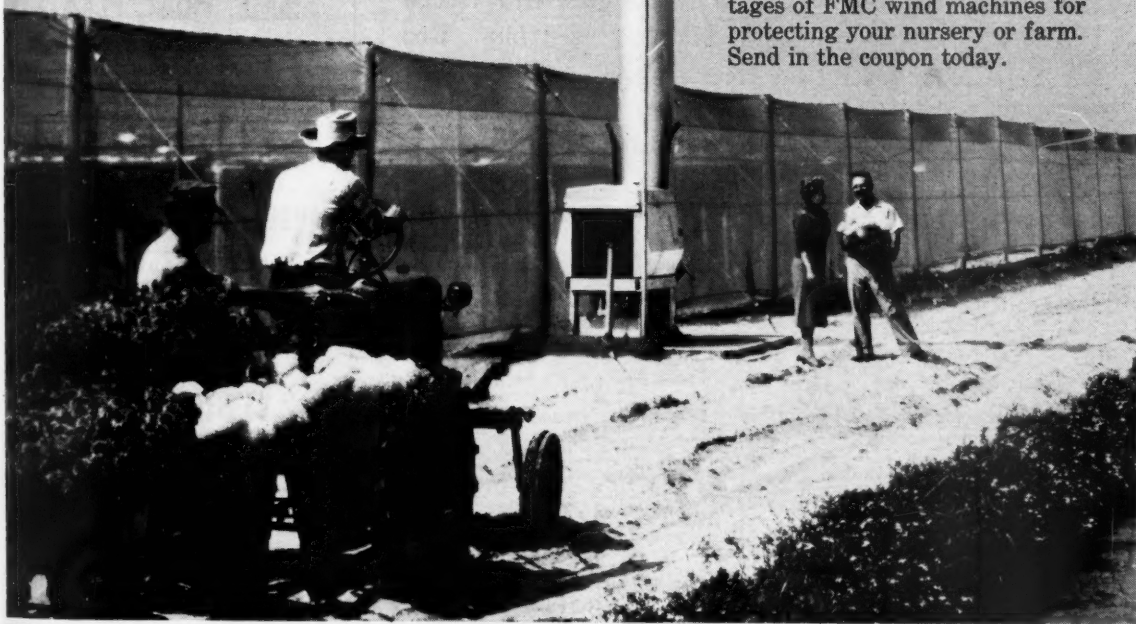
*Mrs. J. L. Markwood, Manager
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Shown at right; below, discussing wind machine
performance are Mrs. J. L. Markwood and Mr. Frank Morin.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

TWO PLANTING APPROACHES

As far as the use of plants is concerned, there are two basic approaches to landscaping. They are either to select the plants best suited to the growing conditions which exist or to select plants with certain desired characteristics and then alter the growing conditions to suit. These two approaches are used by both professionals and amateurs, and it would be a mistake to say that one is right and one is wrong; neither does any practitioner, whether professional or amateur, favor one method to the exclusion of the other. A discussion of these two approaches will, however, emphasize the strengths and weaknesses of each.

I favor the first, which might be called the ecological one. For many years it was the classical approach of the professional landscape architects. The so-called naturalistic plantings, with masses of native trees and shrubs, were the school upon which nearly all design was based. While it was sometimes poorly executed or misused, generally the results were good. This plan arose from a keen appreciation of the great abundance of natural beauty existing unspoiled in this broad country. Not only did the use of native plants reproduce natural scenes, but the plants usually looked happy and thriving because they were growing under their specific ideal conditions.

The same charm existed in the results found in old colonial gardens where, although exotic and introduced plants were used, those which were unsuited soon fell by the wayside and, after a fairly long period of years, those that remained were ecologically suited to the existing conditions.

Change Accents Function

The change in approach, at least by some practitioners, has arisen from the desire to design more functional and structural gardens. Here the character of individual plants becomes more important and the latitude in selection of plants for certain spots is less, so that it becomes more necessary to select a certain plant and then supply it with conditions it demands. Of course, this is easier to do when structures associated with the design are altered too.

Conditions demanded by the plants are not always easy to maintain nor can there be hope of making them permanent. Artificial changes in soil acidity, alkalinity, structure, humus content and climate always tend to revert to the natural, unless they are maintained. Nonetheless, sometimes design of this sort is not meant to be permanent, and as long as it is maintained it is attractive, artistic and beautiful.

In patios, courts, malls and functional outdoor living rooms there is the best opportunity to use this approach, and here it finds its best excuse. The present greater dependency on this type of approach probably arises from a different approach to teaching. Designers more interested in structural art forms than in being students of the plant both as an art form itself and a living subject are more likely to use this approach of changing growing conditions.

It is important to use the ecologi-

cal approach in all natural plantings and in areas where the ecological conditions are extreme or pronounced. For example, limestone soils, exposed windy positions, arid or semiarid locations, extremely cold areas, shore lines and marshy areas and seashore conditions all would be extremely difficult to alter to fit plants not precisely suited to the spots. It would be most important to use the ecological approach in situations where the difficulty is already compounded by a prior alteration of the surroundings, for example, reclaimed salt marshes. Here the leaching action on the salt present and the existence of tidal pressure on the subsurface water table would make any attempt to use any but the most adaptable and acclimatized plants foolhardy.

I do not know whether others find the same difficulty or not, but I find a greater tendency among homeowners to try to alter the growing conditions to suit the plant than there used to be, with resulting greater amount of grief for themselves and those who try to help them. I do not know whether it is ego or a sign of the times that people believe they can make plants do what they want them to. In extreme cases, fortunately rare, some homeowners do not

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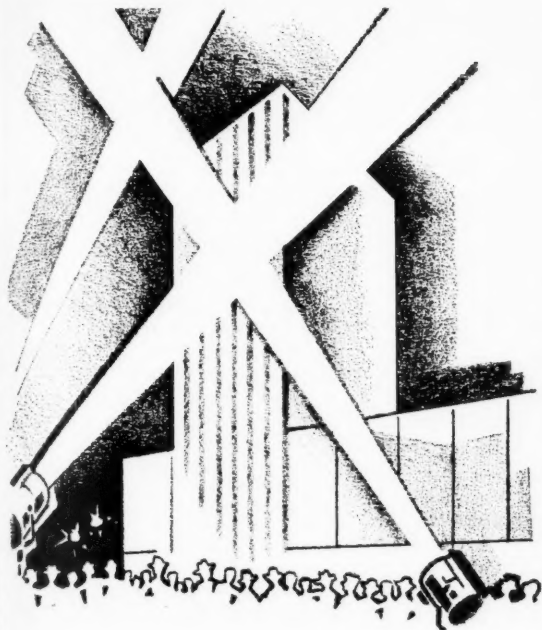
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understand the words, "No, that plant will not survive under those conditions," and will hold the seller responsible for failures when an attempt is made.

In conclusion, I should say it would be best to use the approach wherein conditions are altered to suit the plant in small areas for special features and the natural ecological approach of the selection of plants to suit existing conditions in extensive landscape areas and in projects for long-term existence.

WATERING EFFICIENCY

[Continued from page 9]

trenches. And so it goes, from bed to bed, down the incline.

Bed No. 5 has a single pipe in the top half (unlike the first four beds) leading to the top half of bed No. 6. This helps out in flooding the top half of bed No. 6 more quickly and with less expenditure of water, a necessity since bed No. 6 is wide. While water is being pumped into the top half of bed No. 6 from the pond, it is also receiving surplus water from the top half of bed No. 5. The bottom half of bed No. 5 does not need this surplus water, because by this time it has received plenty from the first four beds. In bed No. 6 there is a double-barreled pipe outlet in a bottom corner, which empties out all the water that has accumulated in this trench. These two pipes run about 10 feet underground and empty into a shallow trench. The surplus water seeps into the ground on the incline and gradually finds its way back into the pond.

Flooded Every Two Days

During hot, dry spells of weather, the beds at Roseland Nursery are generally flooded every two days. To make certain that water enters each pot, a man checks the beds from time to time during the watering process and shovels water into any pots that need it. On the average, it takes about two hours to soak all the pots.

The secondary purpose of the black plastic covering on the trenches and walks is to eliminate weeds, and this it does to perfection. Before the use of the plastic, the weeds grew rampant about the plants, and their removal was time consuming and costly. Another valuable effect of the plastic covering is to hasten runoff of rain water from the walks down into the sunken beds, keeping the walks passable at almost all times.

Maintenance of the plastic is relatively inexpensive. Mr. Bergeron estimates his cost to be approximately \$20 a year. The only damage done

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Blue Hetz Juniper, 6 to 10 ins.	\$.05
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Savin Juniper, 6 to 10 ins.	.06
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Euonymus coloratus, 8 to 10 ins.	.04
Pyracantha Kasan, heavy berries and hardier than lalandi, 6 to 8 ins.	.05
Pyracantha lalandi, 6 to 8 ins.	.05
Pyracantha pauciflora, dense foliage and shiny leaves, 6 to 8 ins.	.05
Less than 300, total order, 2c more per plant. Less than 50 of any item, 4c more per plant. For parcel post send 10% of amount of order. We will refund any difference of \$1.00 or more.	

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JUNIPERS

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Glaucu Hetzi	Per 10	Per 100
15 to 18 ins.	\$ 2.25	\$ 2.00
18 to 24 ins.	2.75	2.50
24 to 30 ins.	3.50	3.25
30 to 36 ins.	4.25	3.75

We have 20,000 Juniper Grafts of **Burki**, **Keteleeri** and **Canaerti**, in 3 to 4-ft. light grade, 3 and 4 years old. Just right for cash-and-carry trade. \$350.00 per 100. These have all been root-pruned and sheared.

	Each	Each
Canaerti	Per 10	Per 100
3 to 4 ft., light ...	\$ 5.00	\$ 4.75
4 to 4½ ft.	6.00	....

	Each	Each
Keteleeri	Per 10	Per 100
3 to 4 ft., light ...	4.50	4.25
3½ to 4 ft., heavy..	5.75	5.50
4 to 5 ft.	6.25	....

	Each	Each
Burki	Per 10	Per 100
3 to 4 ft., light ...	4.50	4.25
3½ to 4 ft., heavy ..	5.00	....
4 to 4½ ft.	5.75	5.50
4½ to 5 ft.	6.25	6.00

	Each	Each
Striata	Per 10	Per 100
18 to 24 ins.	2.25	....
24 to 30 ins.	2.75	2.50

	Each	Each
Pfitzer	Per 10	Per 100
15 to 18 ins.	2.25	....
18 to 24 ins.	2.75	2.50
24 to 30 ins.	3.50	3.25
30 to 36 ins.	4.00	....

	Each	Each
Blue Haven	Per 10	Per 100
3 to 4 ft.	5.00	....
4 to 4½ ft.	5.50	....

EUONYMUS

	Each	Each
Patens	Per 10	Per 100
15 to 18 ins.	2.25	2.00
18 to 24 ins.	2.50	2.25

ARBORVITAE

	Each	Each
Fruitlandi	Per 10	Per 100
18 to 24 ins.	\$ 2.25	\$ 2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.25	3.00
Pyramidal, extra-heavy	Per 10	Per 100
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.00	2.75
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.25	4.00

	Each	Each
Berekmuns Golden	Per 10	Per 100
18 to 24 ins.	\$ 2.25	\$ 2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.25	3.00

	Each	Each
Ash	Per 10	Per 100
6 to 8 ft.	\$ 2.00	....
8 to 10 ft.	2.25	....
1¼ to 1½-in. cal.	2.75	....
1½ to 2-in. cal.	4.00	....

	Each	Each
Cut-leaved Weeping Birch	Per 10	Per 100
1¼ to 1½-in. cal.	6.25	....
B&B	....	....
1½ to 2-in. cal.	7.50	....
B&B	....	....
2 to 2½-in. cal.	10.50	....
B&B	....	....

	Each	Each
Chinese Elm	Per 10	Per 100
1½ to 2-in. cal.	3.00	....
2 to 2½-in. cal.	3.50	....

	Each	Each
Hackberry	Per 10	Per 100
2 to 2½-in. cal.	6.50	....
2½ to 3-in. cal.	8.00	....
3 to 3½-in. cal.	12.00	....

	Each	Each
Sweet Gum	Per 10	Per 100
6 to 8 ft., B&B	\$ 6.50	....
1½ to 2-in. cal., B&B ..	10.50	....
2 to 2½-in. cal., B&B ..	13.00	....
2½ to 3-in. cal., B&B ..	15.50	....
3 to 3½-in. cal., B&B ..	22.00	....

TAXUS

	Each	Each
Hicksi	Per 10	Per 100
15 to 18 ins.	\$ 4.50	....
18 to 24 ins.	5.50	....

	Each	Each
Browni	Per 10	Per 100
Cuspidata	....	....
Intermedia	....	....
12 to 15 ins.	4.50	....
15 to 18 ins.	5.50	....
18 to 24 ins.	6.50	....

SHADE TREES

	Each	Each
Thornless Honey Locust	Per 10	Per 100
8 to 10 ft.	\$ 3.50	....
1¼ to 1½-in. cal.	4.00	....
1½ to 2-in. cal.	5.25	....
2 to 2½-in. cal.	6.75	....
2½ to 3-in. cal.	8.75	....

	Each	Each
Moraine Locust	Per 10	Per 100
1¼ to 1½-in. cal.	10.00	....
1½ to 2-in. cal.	13.50	....
2 to 2½-in. cal.	16.50	....

	Each	Each
Silver Maple	Per 10	Per 100
1½ to 2-in. cal.	3.75	....
2 to 2½-in. cal.	5.00	....
2½ to 3-in. cal.	6.00	....

	Each	Each
Pin Oak	Per 10	Per 100
2 to 2½-in. cal., B&B ..	15.00	....
2½ to 3-in. cal., B&B ..	20.00	....

	Each	Each
Sycamore, heavily branched	Per 10	Per 100
5 to 6 ft.	2.00	....
6 to 8 ft.	2.25	....
1¼ to 1½-in. cal.	3.50	....
1½ to 2-in. cal.	4.00
2 to 2½-in. cal.	5.50

	Each	Each
Special prices on shade trees	Per 10	Per 100
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to the plastic is ripping caused by winter winds. These tears are patched with plastic roofing tar in early spring before the selling season gets under way. Mr. Bergeron is still using the original plastic material after four years; its original cost was \$500.

Other costs of setting up the display area and watering system (not previously mentioned) are as follows: Digging trenches, \$200; pipes, \$300; cedar plugs, made to order, \$25.

At Roseland Nursery the roses are potted in 9-inch, heavy-size No. 2 Menne-Pots. About 95 per cent of

the plants is Oregon grown and includes a varied assortment of floribundas, hybrid teas, grandifloras, miniatures, polyanthus, climbers and tree roses. At the height of the season Mr. Bergeron estimates that he has about 16,000 plants on display. The potting mixture consists of 70 per cent rich garden loam and 30 per cent well-rotted cow manure, along with a tablespoonful of bone meal to the pot. After the plants have leaved out, they are sprayed every two weeks with Ra-Pid-Gro, soluble fertilizer for leaf feeding.

Every week the roses at the Bergeron nursery are sprayed for pest

control with an all-purpose insecticide-fungicide mixture that Mr. Bergeron formulates himself. Spraying is done with a Bean (200-gallon capacity) power sprayer drawn by a tractor. The tractor rolls over the walks between the sunken beds quite easily.

"We aim to bring our roses along rapidly into full bloom and to keep them attractive and vigorous," explains Mr. Bergeron. "The cost may be higher, but it is a good investment because later we can get top money for our plants. Also, it means satisfied customers."

"The sooner we can bring the

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WEST OF THE MISSISSIPPI
(including Minnesota & Louisiana)

2 1/4" pot **1c** 2 1/2" Rose pot and 3" pot **2c**

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2 1/4" pot **2c** 2 1/2" Rose pot and 3" pot **4c**



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plants into bloom," he goes on, "the sooner we can hit peak sales volume. We are in competition with the low-priced packaged roses that flood the market. We can compete successfully only by offering plants that are so vigorous that anybody can plant them with good results."

At Roseland Nursery packaged roses are not carried at all because, according to Mr. Bergeron, the selling season is believed to be too short.

Buyers Can Select Plants

Approximately half of the rose production at Roseland goes through wholesale channels to landscape gardeners and other nurserymen. The other half is sold on a cash-and-carry basis to retail customers. Home gardeners like to browse among the huge and varied collection of roses, walking up and down the neat stone dust topped walks and looking over the plants and the picture signs which identify them. When a customer decides on the varieties that he wishes, Mr. Bergeron generally goes into the sunken beds to select the sturdiest plants. Occasionally a customer will prefer to go down into the bed to look at the plants at close range. Despite the foot traffic on the plastic covering, surprisingly little damage occurs, according to Mr. Bergeron. As the plants are selected they are accumulated in a wheelbarrow, which is then rolled over to the parked car, where assistance is given in loading the plants into the car.

The plants are most attractive in June and early July, when they are laden with blooms, and this is when sales are heaviest. Sales accelerate noticeably when the first flowers appear. "This is natural," says Mr. Bergeron, "since our customers have passed up dormant packaged roses for the chance to buy a plant that they can see is alive, vigorous and in bloom. This way they do not have to rely on pictures to guide them."

The selling season on potted roses at the nursery goes right through the hot summer months, extends into

FALL, 1960

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SMALL FRUITS

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PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
3 to 4 ft.	22.00	190.00
4 to 5 ft.	30.00	250.00
*4 to 5 ft.	75.00	.....
*5 to 6 ft.	100.00	.....
*6 to 8 ft.	150.00	.....

*Well-branched, straight, good for cash sales.

LEAVENWORTH NURSERIES

L. C. Gatewood Betty Gatewood
12th and Villas Leavenworth, Kan.



CHRISTMAS TREES

Now booking orders for fall delivery. You are invited to visit our plantations to select your stock.

VANS PINES

West Olive, Mich.

Peach

Hydrangea P. G.

Hydrangea P. G. (Tree Form)

Ornamental Trees

Grapevines, 1-yr. and 2-yr.

Thorne Brewster

WILLOWBEND NURSERY

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OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free membership list and map.

Names, locations and types of plants grown by over 100 members representing 4,000 acres of the very finest nursery stock. Write to:

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Box 49, MENTOR, OHIO

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners — Finished Stock — All Sizes.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade Trees, Roses and Lining-out Stock.

Write for complete list.

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PYRACANTHA COCCINEA LALANDI

Commonly known as Firethorn. Our stock is grown from heavily fruiting stocks. Shrubs carry huge clusters of holly-like berries all winter. One of the most desirable foundation shrubs in the trade.

Liners, peat pots, \$25.00 per 100; \$225.00 per 1000.
BEARDSLEE NURSERY Perry, O.

Northern-Grown Liners
Christmas Tree Seedlings
Potted Evergreens

Send for price list.

JOHN G. ZELENKA EVERGREEN NURSERY
Rt. 2, Grand Haven, Mich.

fall and actually continues right up to the first frost. Company figures show that 75 per cent of the sales occurs in the peak period of May and June, and the other 25 per cent spreads over summer and fall months.

Display Garden

One of the most interesting features at Roseland Nursery is a display garden of roses. It has over 3,000 fully established plants, each identified as to variety. The garden is in the front part of the nursery, facing a well-traveled highway, and when the plants are in bloom it is an eye-catching sight.

"I should say that our display garden is our single biggest drawing card," states Mr. Bergeron. "The word about our rose garden has spread to many communities over 100 miles from Acushnet. We have many visitors in June and July, particularly from the summer resorts on nearby Cape Cod. The best thing is that many people who come only to see the roses in full bloom actually leave our place with some potted plants."

The sight of a mass of rosebushes in flower inspires many Roseland visitors to start a rose garden of their own. It also helps them to make their selection of varieties. In the garden they can see how a plant will look when fully matured.

The display garden has an even more practical value. From the plants there Mr. Bergeron cuts many dozens of long-stemmed roses during the summer and sells bouquets to visitors. This has helped him keep up the sales volume during the slower months (along with the sale of gladiolus). Regular feeding and watering of the plants throughout the summer keep them blooming during hot weather, according to the Acushnet rosarian.

Growth of Plan

The growth of the rose operation at Roseland Nursery can be seen in these figures: It was started in 1952 with an inventory of 1,000 plants, which produced a gross of \$2,000. In 1959 about 16,000 plants were handled and resulted in a gross of \$25,000. These figures also reflect revenue from items related to the growing of roses (fertilizers, insecticides, etc.), as well as landscaping work.

To capitalize on the steady traffic of satisfied customers at his nursery, Ray Bergeron had decided to put greater stress on the related items and to go more fully into the sale of varied nursery stock. Toward this end he recently had erect-

PEONIES

Standard 3 to 5-eye divisions. Shipments begin mid-September.

	Per 10	Per 100
Avalanche. Late midseason, blush-white.....	\$ 4.50	\$40.00
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Benjamin Franklin. Dark crimson, midseason.....	4.50	40.00
Duchesse de Nemours. Early, white.....	4.50	40.00
Edulis Superba. Very early, clear deep pink.....	3.20	28.00
Felix Crousse. Rosy-red, late midseason.....	4.00	35.00
Festiva Maxima. White, crimson flecks, midseason...	4.50	40.00
Fontenelle. Dark red, midseason.....	4.50	40.00
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Karl Rosefield. Midseason, bright crimson.....	4.50	40.00
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Mme. de Verneville. White flecked crimson, early...	4.00	35.00
Mme. Emile Galle. Light rose-pink, late.....	5.00	45.00
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Mme. Jules Dessert. Creamy-white, late midseason..	5.00	45.00
Mary Brand. Dark crimson, midseason.....	5.50	50.00
Mons. Jules Elie. Light rose-pink, early.....	4.00	35.00
Octavie Demay. Early, rose-pink, darker center....	4.50	40.00
Philippe Rivoire. Early, very dark crimson.....	10.00
Reine Hortense. Midseason, rose-pink.....	4.00	35.00
Sarah Bernhardt. Light rose rose-pink, late.....	4.50	40.00
Tourangelle. Pale cream-white, late.....	5.00	45.00

PEONIES BY COLOR

Red, unnamed	3.00	25.00
Pink, unnamed	3.00	25.00
White, unnamed	3.50	30.00

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THE COLE NURSERY Co., Painesville, Ohio



NEW-LOOK TREE FORMS

[Continued from page 8]

Olmsted Falls, O., is a dwarfish, densely branched form grown on a standard. Its spreading, rounded, umbrella-like head, broader than it is high, makes the tree a worthy substitute for *Catalpa nana*. Especially of value for use under low power lines on city streets, this little maple will seldom, if ever, outgrow space limitations; known specimens have reached less than 20 feet in over 30 years.

There are also situations in which restriction in height is not so necessary as limited spread, and for use under such conditions I should like to see a more upright, deeper-headed globe form of this hardy species available — such a tree as the one pictured in the accompanying illustrations. This globe-headed maple was first marked for observation 21 years ago and, as far as I know, has never been in the trade. It is a more up-standing type than the globe form now being offered.

Note the vertical main branches extending from trunk to tip (this is not a multiple-stemmed specimen —

LANDSCAPE MATERIAL IN QUANTITY

Norway Spruce, 3 to 7 ft.
White Pine, 3 to 9 ft.
Austrian Pine, 4 to 9 ft.
Scotch Pine, 3 to 9 ft.
Red Pine, 3 to 10 ft.
Norway Maple, 1½ to 3-in. cal.
Crimson King Maple, 1½ to 2-in. cal.
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BEGINNING IN THE NURSERY BUSINESS

By John J. Pinney. 64 p. (1958). \$1.00.
American Nurseryman Chicago 4, Ill.

its 2-foot trunk is hidden by high weeds and shrubs), whereas scaffold branches in the low-growing globe are of a horizontal pattern. Budded clones of this selection are readily grown with natural standards, best results being assured if the grafting is done in regions where the bud breaks immediately.

A splendid little globe-headed maple that fully deserves wider use is represented by several specimens growing in Durand-Eastman park, Rochester, N. Y. Selected and planted there because of its exceptionally large and prolific flowers, *Acer rubrum globosum* Rehder is a small-maturing variety which should certainly be made available wherever the species can be grown.

Has Many Virtues

Whether for street plantings or use on home grounds, few small trees offer so many pleasing features: Large clusters of bright scarlet flowers, profusely borne, make a striking contrast with light gray bark early in spring; lustrous, dark green leaves clothe the well-rounded head in summer, and the attractive bark and shapely crown make an interesting picture in winter.

This variant of *A. rubrum*, despite the fact that the species is often called the swamp maple, can be planted with confidence in other than moist locations. While it is true that some strains of *rubrum* thrive with "wet feet," many of them do well under ordinary conditions without any more moisture than is required for satisfactory growth of other species in the genus. The specimen pictured has done quite well, over a period of 30 years, on a sandy ridge without any attention since first established.

A convincing example of an *Acer rubrum* form that attains good development in a relatively dry location is a red maple selected by Mr. Slavin and tentatively called *Superbum*. Somewhat similar to the variety *globosum* in its fully rounded head but attaining considerably greater stature, this tree is noteworthy for its magnificent fall color (a deep cerise) and its pleasing proportions.

The specimen illustrated is about 30 feet high and spreads 25 feet, after 30-odd years under considerably less than ideal growing conditions. In sand and without fertilization, save for its own leaf cast, the tree has had gratifying development. Trees such as this have qualities that surely can be used to good advantage in landscape work and should be made generally available by growers.

Acer circinatum, the vine maple,

DEPENDABLE

ARBORVITAE

Pyramid, 2½ to 3 ft., 3½ to 4 ft., 4 to 5 ft., 5 to 6 ft.

Dark Green American, 3 ft. to heavy 5 ft.

Elegantissima, gold tipped, 2½ to 3 ft. to 4 to 5 ft.

Woodward Globe, 12 to 15 ins. to 24 to 30 ins.

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Cuspidata, 15 to 18 ins., 18 to 24 ins., 24 to 30 ins.

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Intermedia berryhilli, 15 to 18 ins. and 18 to 24 ins.

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5 to 6 ft., br. . . .	2.75	2.50	2.25
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can be grown as a large shrub or small tree, seldom reaching more than 20 feet in zone 4, and there is no valid reason for the scarcity of this pleasing species in the many areas where it can be used successfully.

Usually a spreading, arborescent shrub, *A. circinatum* has bright green, rather fleshy leaves often tinged with rusty red in summer and turning orange and red in fall. As a lawn specimen it is an eye-catching point of interest in spring, with its purple and white flowers, and is attractive later when enhanced with the bright red young fruits. In winter, the greenish-gray bark with prominent dark brown lenticels relieves the drabness of the landscape.

It is indeed encouraging to note that many nurserymen are now listing some of the useful and highly desirable forms and varieties not previously available for extensive use, but there is still a definite place in the trade for many more of these small trees. It is not at all difficult to select variants of good species well worthy of propagation to meet the ever-growing demand for a new and better look in shade and ornamental trees.

PLANTS ENHANCE DINING

Receiving the American Association of Nurserymen's first industrial planting award for 1960 was the indoor landscaping devised for the Four Seasons restaurant, on Park avenue and 92nd street, New York city. Maintaining the project, which includes beds of flowering plants and trees in tubs, is Everett Conklin, nurseryman, who is moving his plant-growing facilities from Westwood, N. J., to Sterling Forest Gardens, near Tuxedo, N. Y.

The floral decor, which is changed with the seasons, won the special praise of the horticultural editor of the New York Herald Tribune in a recent feature article. At the time of his visit, pink astilbes were featured at the lobby entrance and white plants occupied a passageway connecting two dining rooms. In one room, penstemons and heucheras were grouped in huge tubs, in splendid flower. Philodendrons of massive size and bamboo trees were the accompanying plants.

Pool Planting

A pool dining room is given the feature planting. In an off-center location a white marble pool rises three feet above the floor. At each corner of the pool a flourishing fig tree, *Ficus decora*, about 17 feet high, is a permanent decoration, given such

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underplantings as grape ivy and red geraniums and other combinations, repeated in hanging baskets along the large window walls of the room.

Every night after the restaurant is closed, the plants are exposed to mercury oxide lamps for eight hours. This mainly benefits the foliage plants. Flowering plants are replaced every week, those removed being returned to the nursery for refurbishing.

The use of restraint in the planting has won commendation, for the floral effects neither give the impression of crowding the quarters or interfering with the utility operations of the restaurant. Because of the excellent taste of the decorator, the diner is always grateful for the presence of the plants.

SALE of Waukegan Nurseries, Inc., Waukegan, Ill., for an estimated \$100,000, has been announced. The purchaser has declared his intention to sell the nursery stock and subdivide the 26-acre site for industrial uses. Ernest Recher was president of the nursery firm.

EL PLANTIO NURSERY, Escondido, Calif., was started by Mr. and Mrs. George St. Denis. A garden store is included.

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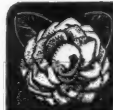
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PLANT NOTES HERE AND THERE

By C. W. Wood

Some Iris Questions

A Pennsylvania reader asks if he can grow *Iris stylosa* in the open in the northwestern part of that state. Yes, I believe it is entirely possible to do so, if one cared to go to all the trouble of covering the plants with hand lights or cloches during cold weather. The only success, if success it could be called, I ever had with it was when I grew it in pans in a protected frame, and I doubt if many gardeners, except perhaps iris fans who want flowers in every month of the year, would care to bother with it. Of course, if one lived in a warm climate, *I. stylosa* would surely be a must for all gardeners. All I can say about the plant is that it does not transplant with ease, usually taking two or three years before it makes up its mind to bloom again. Except for the fact that it blooms in winter, when at all possible, it did not show sufficient merit in my trials to make it a desirable plant for this section. Incidentally, I notice in "Hortus" that *I. unguicularis* is the correct name for the plant as the botanists think at present.

Generally speaking, I think that *Iris histrioides* and its kin are plants for specialists. You and I, whose interests are more cosmopolitan, have neither the time nor inclination to coddle these small fry to make them happy. Unless they are kept dry and given a thorough baking during their dormant period, there is little chance of making them permanent in the open. At one time I thought I could make them happy by planting the bulbs in a heavy sod which would absorb most of the summer moisture, but it was not satisfactory at all, the grass making it impossible to enjoy the iris flowers, and most of the bulbs passed out after two or three years. Now if I want to enjoy any of the clan (*I. reticulata*, generally, because it is the most readily available, and *I. histrioides* major, if I can get it, because it seems the hardiest of the lot), I plant a few bulbs in a pan in autumn, and take them into a cold sash house or unheated porch in late winter. In my opinion, the neighborhood grower in the eastern United States would best leave their propagation to specialists.

I had a splendid letter recently from a Massachusetts reader about the dwarf iris, in which he quoted a

phrase that brought back pleasant memories of my younger days. "While going over some old papers and books left by my father, I came on one that excited my curiosity," he wrote. "He spoke so highly of a dwarf iris called Black Midget, which, quoting from an unnamed writer, he said 'makes a splendid patch of rich purple color,' that it started me looking for the Midget. Needless to say, I did not find it, and I wonder if you can tell me where it is to be found. While we are on the subject, can you straighten out the *I. chamaeiris* and *I. pumila* tangle for me?"

I have not seen Black Midget for the past 20 years. If anyone has it, will he please drop me a note so I

can relay the information? But I do know the source of the short quotation, for it inspired me, too, for years. Here is the full quotation, from Mrs. Wilder's "Adventures in My Garden and Rock Garden": Of *Iris pumila*, she wrote "The lovely dwarf early-flowering bearded iris, the best known form of which is *coerulea*, has now grown very scarce. It grows happily in any open sunny spot in good garden loam devoid of manure. Blooms with the daffodils, arabis, aubrieta and such early delights. Flowering even before *coerulea* is a kind that came to me from Mrs. McKinney as *atroviolacea*. It is a most engaging small thing but four inches high, producing the most amazingly large purple

Jan de Graaff's

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blooms, the falls deeper in tone than the standards. This is the first iris to bloom in my garden after the glorious *I. reticulata*. Two other delightful dwarf irises for the rock garden are Mrs. McKinney's solemn Black Midget, which makes a splendid patch of rich purple color, a perfect foil for brilliant tulips, in late April and early May, and the well-named Glee, which covers itself with yellow glory for a period of fully three weeks in midspring."

When even the iris authorities cannot, or at least do not, agree on the correct use of the two specific names, *chamaeiris* and *pumila*, a mere gardener has no business trying to be a referee. It might be possible to get an authoritative answer from the Bailey Hortorium, Cornell University, Ithaca, N. Y.

Kniphofia Corallina

A Virginia correspondent asks for the name of a torch lily that opens its flowers fast enough so that it does not have many dead flowers at the bottom of its spike before the top ones open. That is not a common fault among the species and hybrids, though it does often occur, much to the meticulous gardener's disgust, and it is easy to find a solution to the correspondent's problem. For instance, he and others will find that *K. corallina*, itself a hybrid between *K. macowani* and *K. uvaria*, will serve him well, not only in the always-neat appearance of its 2-foot or taller scapes, but for its hardiness and for its soft red color.

Northern readers understand, no doubt, that hardiness when applied to kniphofias is only relative. Even with the hardiest, I always dug and stored under protection my torch lilies here at 45 degrees north. Ordinarily, however, *K. corallina*; its parent, *K. uvaria*, and others of the latter's children can stand Michigan winters under protection, such as mounding up or a mulch after the ground has frozen.

Gentiana Saxosa

While searching some old notes, I came upon one relating a brief experience with the New Zealand gentian, *G. saxosa*, which I thought might interest at least a few American Nurseryman readers. It is from October 18, 1932, and reads as follows: "Remembering that *Gentiana saxosa* comes from New Zealand and has to be grown in pots this far north, I believe it has put on an excellent exhibition this year, commencing in August and flowering into October. My plants came from Fred Borsch, who said the item was both easy of culture and long flow-

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ering. I had been told the same thing about so many alpine that I took the statement with some reservations, but subsequent behavior showed it to be entirely true, the plants growing apace in a gritty, peaty soil, with moisture when needed and part shade. The 6-inch stems, half declining and the other half upright, end in big (close to an inch across) white bells. I did not try to propagate the plant, knowing that it would be too tender for outdoor culture this far north, but I am told that it grows readily from cuttings taken in July and perhaps later."

Late-Flowering Rose Species

Last fall on a trip down the Ohio river valley, I saw again, after several years, a rose species which, it seems to me, should be made more of in gardens, not only for its late-flowering habit, being among the latest of the species, but also for its delightful fragrance (that of a magnolia, its owner claimed). It was under label of *Rosa microphylla alba odorata* in the garden, but I find that "Hortus" does not recognize the name *microphylla*, giving that as a synonym for *R. roxburghii*, so if one searches for it, he may find it under either name. It is a much-branched plant growing to six feet or more, with seven to twice that many leaflets and generally few-flowered corymbs of white, fragrant roses late in the season. The type is pink flowered and less odorous, according to my nose, though it is a worthy thing.

Scilla for Forcing

A correspondent who finds a ready market for unusual items forced for late winter and early spring sales says that he has poor results with scillas. He reports that he handles them like other small bulbs, but the results are disappointing. I believe that his first mistake was in assuming that scillas can be forced. It is misleading, I think, to speak of forcing the plants, for they do not take kindly to hot temperatures. They should be grown cool after they have gone through the usual rooting process, but may be given fairly brisk heat when the flower color commences to show.

A second possible mistake could be in choice of kinds to be forced. The modern named variety, Spring Beauty, is the only one of my acquaintance that is sufficiently showy to justify use of indoor space. Instead of showing the usual small number of small flowers, Spring Beauty is really floriferous. Its stems are much longer and the flowers are longer-lived than the type's. All who have forced the



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latter, which seldom lasts more than a day or two in living-room temperature, will appreciate the longevity of Spring Beauty. I think I am safe in telling the correspondent and others that the present plant will satisfy their every desire for an unusual forcing item.

Polemonium Carneum

Polemonium carneum can be the loveliest of the Jacob's-ladders or it can be dull, depending upon the form one is working with. This should be remembered when one reads in the polemonium literature how one writer praises it to the sky, while another condemns it as a dismal object. I was fortunate to get my first trial of the plant with seeds collected in the Olympic mountains, where the lovely rose-tinted form is found. In my trials it made a foot-tall plant, with the characteristic pinnately dissected polemonium foliage, lovely enough in itself, but a real beauty for six weeks, more or less, in late spring, when it is covered with large (close to two inches across) rose-tinted flowers. There is another geographical form (from the Siskiyou in California, I believe) which is lovely in its pale pink and shaded apricot color. Both of these come true from seeds produced in nature. But no form of the species can be expected to be long-lived under garden conditions in the east, according to my experience, but they do self-sow with gratifying freedom in congenial gardens. Good drainage; some shade, especially during the middle of the day, and leafy soil suit it.

Lavender

Three or four inquiries during the past month indicate to me that an increasing interest in the old favorite, lavender, is in the making. Unfortunately, most kinds of lavender are too tender for northern Michigan winters; so my knowledge of the genus is rather limited, but I shall do the best I can, drawing on the books for some information. After many trials over the years, with more disappointments than joys, I found two or three kinds that were able to stand our winters with a fair degree of grace, suffering most from severe freezing and thawing after their snow blanket disappeared in spring. One will find, after getting into the matter, that a vast difference exists in the hardiness of the different lavenders, and the only solution to the question that I know is by means of trial. Of course, the lists of northern growers will help some.

The multiplicity of Latin binomials which formerly bothered growers has now been reduced to a half-

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dozen or so, with emphasis in the garden on one species, *Lavandula officinalis*, which includes two names, *L. spica* and *L. vera*, which were formerly given specific rank. Unfortunately, all the whites that have been in my trials have been short lived, presumably because of tenderness to cold. In more temperate climates one could find a lavender for almost any garden role if good drainage could be supplied.

As I mentioned before, there is a vast difference in the hardiness of forms from the different parts of their range, and the only way to get the hardiest ones is by trial. Tall-growing kinds are not to be relied upon in northern Michigan; white-flowered ones seem to lack the stamina to go through the winters. That reduces the field for northern gardeners to the dwarfs and near-dwarfs, which stay below the snow line during the coldest weather.

Those who have calls for lavender, have it on their schedule for future operations or merely want to investigate the genus for their own pleasure (there is a vast amount of pleasure to be had from these excursions, which no amount of money can equal), will do well to watch seed lists, especially those from Europe, where more attention is paid to such matters. All types cannot be expected to come true to descriptions, of course, but there will be some unusual things worth growing from cuttings. And cuttings of year-old wood, taken with a heel in early spring, root with ease.

FRUIT TREE LABELING

Of interest to all nurserymen who propagate or sell fruit trees is the following resolution dealing with labeling of fruit trees passed by the American Pomological Society at its annual meeting held at York, Pa., earlier this year:

"Whereas the success of a fruit tree in a particular situation, be it in a commercial orchard or home garden, depends greatly upon the type of rootstock and/or interstock employed in the makeup of that tree; and,

"Whereas most fruit trees sold are not fully labeled in this way, be it resolved that the American Pomological Society recommend that all labels attached to fruit trees offered for sale identify not only the scion variety but also the rootstock and/or interstock that may be employed;

"Be it further resolved that a copy of this resolution be sent to all state horticultural societies, fruit growers' associations and nursery associations

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for publicizing among their membership and that this resolution be otherwise given as wide publicity as possible, to stimulate maximum interest in the adoption of this urgently needed improvement in labeling practice."

STOCK FOR PLANTERS

[Concluded from page 11]

kle (Vince minor); Canby pachistima (Pachistima canbyi), and dwarf sarcococca (Sarcococca hookeriana humilis). The last is not hardy out of zone 6, but it is being tried at East Lansing. In another year or two I can tell more about its adaptation to this region. It likes shade and seems to maintain a better green color and dense habit under these conditions.

The myrtle comes with the traditional blue flowers, but can also be purchased with white and purple flowers. In planters, the overambitious stems of myrtle that climb into the surrounding spreaders such as cotoneasters, barberries, etc., must be removed.

Pachysandra can also be used, but many times, unless wisely located, it may make too stiff an appearance, suggesting a collar around a plant or plants. This ground cover is a stronger feeder than those already mentioned, and it may be necessary to fertilize it more often.

The pachistima is a good fine-textured ground cover and could be successfully used with such mild feeders as cotoneasters. If too much competition is provided, then the pachistima is usually not equipped to carry on the battle.

JOHN MANZELLA has started the Atlas Tree Service, 1029 Troost street, Kansas City, Mo.

CLOVERDALE NURSERY, Santa Rosa, Calif., is now owned by Mr. and Mrs. Phillip Petersen.

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Pacific Coast News

REDWOOD EMPIRE CHAPTER

The July meeting of the Redwood Empire chapter of the California Association of Nurserymen was held at Rickey's Rancho Rafael, San Rafael, with 37 members and guests present. Reporting that Robert Cudaback had declined the nomination for director, the nominating committee offered the name of Mel Henried, Outdoor Store, Mill Valley, as the third director.

Furtherance of plans for the chapter picnic at Paradise August 14 were announced by William Stage. Paul Clark stated that San Francisco City College was asking the chapter to endorse the program of teaching nursery workers now being followed there. A motion to give this support was passed.

The names of candidates for officers were read and additional nominations were asked. There being no further nominations, the secretary was asked to cast a unanimous ballot for the following: President, Ruth Cullen, Rincon Nursery, Santa Rosa; vice-president, Ken Smith, Skylark Nursery, Santa Rosa; secretary-treasurer, Hugh Wallace; state director, Karl Untermann, West End Nursery, San Rafael, and chapter directors, Carl Schmidt, Schmidt Nursery, Point Reyes; Frank Wedekind, Wedekind's, Sonoma, and Mel Henried.

President Jack Lackey then turned the meeting over to Jack Schneider, Lafayette, C. A. N. president, to install the new officers. Prior to this action, President Schneider related uses of the 40 per cent dues assessment. Ruth Cullen was presented a gavel and she then congratulated Mr. Lackey on his successful term of office. Hugh Wallace, Sec'y.

CALIFORNIA NOTES

N. Kitamura, chief landscape architect of the department of parks at Tokyo, Japan, recently toured the Palo Alto parks and has written the officials of that city that he so admires the plantings, especially the areas for the small children, that he would like to have blueprints of the plans. He supervised the installation of a Japanese garden at the University of Washington while in this country.

The theme of the San Mateo county fair and floral fiesta, which was open August 5 to 13, was "Industry and Beauty," in recognition of the recent increase of industry in

a county which for so many years was the "bedroom" of San Francisco and the location of the production of much of the city's flower, vegetable and nursery supplies.

The Ferry-Morse Seed Co., Mountain View, held a flower fair at its San Juan Bautista trial grounds August 10. Over 1,800 trials of annuals were on display, making it possible to compare all important bedding plant flowers. Also on view were All-America Selections trial grounds. Nurserymen and others interested in bedding plants or the selling of seeds of bedding plants were invited.

Arthur Cobbledick, San Francisco landscape architect, who prepared the plans for the Menlo Park library grounds, has been retained by the Menlo Park city council to draw up plans for the planting of the grounds of a recently completed police station. The work will be done by the park department employees.

Entries are being received for the horticultural sections of the Santa Clara county fair, September 12 to 18. Officials of the fair state that the renovated sites for nursery exhibits

and the increased premiums offered are drawing the largest number of entries the fair has ever had.

At Sacramento, the camellia growers are trying to prevent the city water officials from adding lime to the water supply. It is maintained by the water department that the addition of the lime is necessary to reduce the cost of corrosion of the pipes due to an acid condition. The camellia growers, and they are legion, claim that the lime would accumulate in the soil and might eventually prevent the growing of camellias in the city.

A recent report made by several members of the staff of the University of California indicates that there seems to be a direct relation between the type of fertilizer applied to soils and the tillage practice which produces wide variation of moisture and root conditions ranging from favorable to unfavorable. Such information could change completely the ideas now considered good in soil management practices.

Workers at the University of Arizona, in cooperation with the Boyce-Thompson Southwestern Arboretum, have carried on some tests in the rooting of eucalyptus. They have found that there is a variation in the rooting, depending on the medium

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used, the size of the cuttings and the variety, and that under certain conditions, as high as 40 per cent of the cuttings put in the sand have rooted. They plan rather extensive enlargement of the tests, which will be of interest to most California nurserymen who have calls for eucalyptus and find that seedlings too often are not true to name.

In Oregon, plant workers have found that *Ilex aquifolium* that develops enlargement of the veins of the leaves, water-soaked spotting on the lower surfaces of the foliage, pitting of young terminal leaves and sometimes partial or complete defoliation, may be suffering from a boron deficiency.

Dr. Harold P. Olmo, of the department of viticulture at the University of California at Davis, has been elected secretary-treasurer of the American Society for Horticultural Science, western region.

Jackson & Perkins Co. of California, Livermore, announces the development of a miniature yellow rose.

W. B. B.

WINS MADRID HONOR

At the Villa de Madrid, Madrid, Spain, where annual rose trials attract thousands of professional and amateur rosarians, the 1961 All-America Rose Selections winner, Pink Parfait, was the recipient of a first certificate this year. A planting of this grandiflora type appears in the international concourse of new roses in the villa gardens. J. Awdry Armstrong, president and general manager of Armstrong Nurseries, Inc., Ontario, Calif., introducer of Pink Parfait, was a recent visitor at Madrid during a tour of rose gardens and trial grounds throughout western Europe.

OREGON NOTES

George Fisher, Salem, has opened his own business in that city as landscape architect and consultant horticulturist. Going to Oregon from Texas about a year ago, he was employed until recently with F. A. Doerfler & Sons, Salem, as landscape architect.

Schreiners' Gardens, Inc., a leading producer of iris, became a corporation recently instead of a partnership. Robert V. Schreiner is president; Bernard F. Schreiner, vice-president, and Constance Kendall, secretary-treasurer.

At a recent meeting of the Columbia River chapter of the Oregon Association of Nurserymen, county agent Ray McNeilan, Gresham,

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Aurora, Ore.

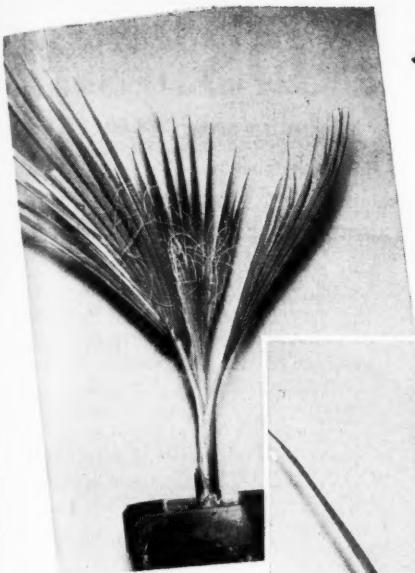
spoke on soil bacteriology, nematodes and plant diseases. Paul Van Allen, Portland Wholesale Nursery Co., Portland, told about the recent meeting with Oregon and California officials in regard to soil fumigation. Joe Hart, in charge of irrigation sales, R. M. Wade Co., Portland, showed a film explaining the manufacture of irrigation equipment.

Dave Edstrom, son of Mr. and Mrs. Sig Edstrom, U. S. Espalier Nursery Co., Sherwood, won a place on the U. S. A. Olympic team at the tryouts held at Eugene recently. Dave will leave with four others of his past and present University of Oregon teammates for Rome, Italy, in August.

George Caldwell, Start Street Nursery, Portland, general chairman of the all-chapter summer session at Gearhart, September 19 to 21, states that final plans are being whipped into shape. Frank Doerfler, F. A. Doerfler & Sons, Salem, will be one of the speakers, talking about his recent trip to Europe and Russia. The Crown Zellerbach Corp. is supplying another speaker, and there will be a third. One of the big events will be the Polynesian beach party to be held on the beach in front of the Gearhart hotel, where the sessions will be held. Always a part of the annual "fun" meeting are swimming, ping-pong, bingo, etc. Excellent food is served at the hotel. Although it is not an official Oregon Association of Nurserymen function, the majority of the chapters of the O. A. N. participate, as well as numerous nurserymen from Washington.

According to Joe Klupenger, president, the Rose City chapter of the O. A. N. is planning a big picnic August 17 at Willsada park, near Carver, Ore., on the Clackamas river. The affair will start at 2 p. m., when there will be softball, horseshoes, etc. The potluck picnic dinner will be served between 5 and 6 p. m., with the chapter furnishing pop, ice cream and coffee. Members of other chapters are being asked to attend. The later dinner hour was chosen so that those nurserymen busy with budding will have time to reach the park.

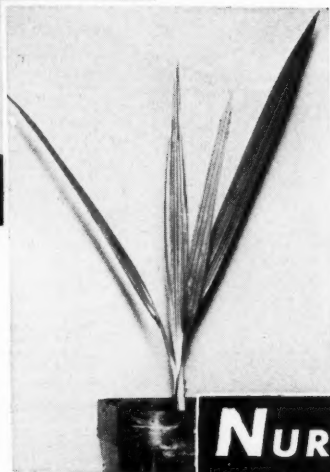
Harold Miller, Miller Landscape Nursery, Milwaukie, president of the Clackamas chapter of the O. A. N., was in charge of a recent meeting of the group. Final plans were made for the chapter picnic to be held August 9 at Wagon Wheel park. The chapter will furnish pop, ice cream and coffee. Further plans were discussed for the chapter's participation in the Clackamas county fair, August 17

**Washington Robusta**

The statelyest of all palms. Magnificent trunks straight and tall carry crown of fan-shaped leaves. Ready for 6 inch pots.

Phoenix Canariensis

Canary Island Date Palm. Feathery plumes. Hardy and popular for garden, street and park plantings.



...for the dramatically exotic, there
is nothing in the world like

PALMS!

Phoenix Canariensis
or Washington Robusta
ready for 6 inch pots.

Minimum order, 100 plants

PER 100
\$58⁵⁰

Delivered by Air

10% Discount on Orders of 250 or more

ALL PALMS GUARANTEED

Plants must be satisfactory on arrival or
you can airmail back to us within 24 hours
of receipt.

NURSEYMEN'S EXCHANGE

475 SIXTH STREET, SAN FRANCISCO 3, CALIF.

to 20. The program for the evening consisted of an illustrated talk, by Chet Rogers, on the beaver industry in Oregon.

Guynes Garden Store, Oregon City, was liquidated in July. Ralph Guynes, proprietor, will enter the used car business.

Junay's Garden Center, Portland, will soon install a reader board and giant thermometer at the Stark street entrance.
C. H. P.

ELECTED corporate vice-president and general manager by the board of directors of Germain's, Inc., Los Angeles, Calif., was John S. Noel.

SATELLITE NURSERY, 2050 South Broadway, Santa Maria, Calif., opened recently under the direction of Ed Glaser and Richard Johnson.

ANOTHER in the chain of Rose-dale Nursery outlets is now open at 8945 Magnolia avenue, Riverside, Calif. The new nursery is managed by Dick Milliman.

MOVED recently, Quaintance Nursery & Garden Store, Glenwood, Calif., is now located at the Glenwood shopping center, 2355 Myrtle avenue.

NOTICE! LIQUIDATION SALE

OVER ONE MILLION

DAY LILIES AND IRIS

New housing projects are pushing us out. We have decided to sell out and retire. Big profits are made in iris and day lilies. NOW for the best buy in your life—

TOP QUALITY TOP VARIETIES

Many varieties as low as 10c each.

EVERY PLANT MUST GO!

Write Today
for List.

M. OLIVER FLOWER FARMS
Box 1131 A, Pomona, Calif.

OREGON HOLLIES

Skimmia japonica
General Nursery Stock

May we quote you?

ALFRED TEUFEL

Wholesale Grower
11414 N.W. Cornell Rd.
Portland, Ore.

Have You Heard About

MY FAIR LADY?



RUEHL-WHEELER NURSERY CO., INC.

255 Ford Rd.

San Jose, Calif.

Publish your price list in the
AMERICAN NURSEYMAN
to reach the trade promptly.

MILTON NURSERY CO.

Since 1878

MILTON-FREEWATER, ORE.

Flowering, Ornamental, Shade
Trees and Shrubs, Fruit Trees,
Fruit Tree Seedlings and Angers
Quince Rooted Cuttings.

Licensed Growers of

Crimson King Maple (Pat. No. 735)

Imperial Locust (Pat. No. 1605)

Moraine Ash (Pat. No. 1768)

Moraine Locust (Pat. No. 836)

Shademaster Locust (Pat. No. 1515)

Sunburst Locust (Pat. No. 1313)

Send for Our Price List

Combination carlots for eastern
distributing points.

CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties,
Quality only

VAN VEEN NURSERY

3127 S. E. 43rd Ave.
PORTLAND 6, ORE.

DOTY & DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY
PORTLAND 19, OREGON

WHOLESALE
GENERAL NURSERY STOCK

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the September 15 issue must be received by Friday, August 26.

Forms for October 1 issue will close Friday, September 9.

AZALEAS

BECKY AZALEA
Patent No. 1699.
Offering for September delivery.
Rate: 100 250 500 1000
4 to 6 ins.\$0.70 \$0.65 \$0.63 \$0.60
6 to 8 ins. 1.20 1.10 1.00 .90
8 to 10 ins. 1.45 1.35 1.25 1.15
F.O.B. Secane, Pa.

ORDER NOW!
VOSTERS NURSERIES AND GHSES., INC.
Secane, Pa.

AZALEAS

25 varieties.
Field-grown and rooted cuttings.
WIGMORE'S NURSERIES
Norman Ave., Riverside Pk., Riverside, N. J.
Phone BELmont 5-2210.

SEEDLINGS AND TRANSPLANTS
Hardy species and hybrids. See our ad on
page 25 of May 15 issue.

JOHN VERMEULEN & SON
Neshanic Station, N. J.
Sell Stock Quickly and Easily with
American Nurseryman Classified Ads.

BARBERIES

RED-LEAVED BARBERRY
2-yr. seedlings.
Write for price quotations.
PAUL J. SQUARE
120 Fairport Nursery Rd.
Painesville, O.

Check Your Stock NOW!
If you have a surplus
sell it through the
American Nurseryman Classified Ads.

BULBS AND TUBERS

DIRECT FROM GROWER
QUALITY GUARANTEED

INTERESTED in bulbs and perennials for
fall delivery?

It will pay you to request our wholesale
price list which offers a complete assortment
of imported and domestic bulbs; both the
NEWER introductions as well as all stand-
ard popular varieties.

Featured are SPECIAL DISPLAY CASES
with excellent pictures.

Ask for your copy TODAY. You will be
glad you did.

A. M. GROOTENDORST, INC.
P. O. Box 123 Benton Harbor, Mich.

IMPORTED DUTCH FALL BULBS
Do you prefer quality? Send for our reason-
able prices. Our packed boxes are very
attractive and therefore, good sellers. We
have many kinds of bulbs in these packed
boxes. Also, we have showcases in different
combinations, very good for display in a
small space.

Also, we have in bulk, Tulips, Hyacinths,
Daffodils, Crocus, Amaryllis, Irises and many
other kinds of flower bulbs.

J. LEEGWATER & SONS
2509 Highway Ave. Highland, Ind.

BLEEDING HEARTS

Peonies, Irises

and other plants.

ROBINSON GARDENS

Since 1915 Scotts, Mich.

OUR NEW ILLUSTRATED AMARYLLIS
catalog is out, offering over 50 named varie-
ties. If your name is not on our mailing
list, apply for free copy.

N. V. AMARYLLIS NURSERIES
LUDWIG & CO.
Box 18 Hillegom, Holland

HOLLAND AND DOMESTIC BULBS

Write for our
wholesale price list.
DE GROOT BULB CO.
12-02 Ellis Ave., P. O. Box 42
Fair Lawn, N. J.

CHESTNUTS

CHINESE SWEET CHESTNUTS
Now booking orders for seed nuts from
our best trees from fall crop. 50c per lb., plus
postage.

For eating purposes, will sell at the cur-
rent price at time of shipping.
Prices reduced for large quantities.
Also trees for sale.

WHITFORD NURSERY, FARINA, ILL.

DELPHINIUMS

DELPHINIUMS
Without the shadow of a doubt Delphin-
iums have become one of the most popular
perennials for both background effect and
cut-flower arrangements. Listed below we are
offering a wide selection of 2-year-old plants
(from seedlings lined out in the open field
during 1959). These are ideal for 6-in. pots
and can be potted now and held in a cold
frame for late fall and early spring sales.
Depending on the locality this size sells
rapidly for 89c to \$1.19 per plant.

Pacific Giant Strain, \$17.50 per 100.

Black Knight, a dark deep blue

Blue Bird, a medium blue with large white

bee

Blue Jay, medium blue with darker bee

Cameliard, pure lavender

Galahad, giant glistering pure white florets

with white bee

Guinevere, outer petals sky-blue, inner petals

light lavender-pink

King Arthur, brilliant royal violet with large

white bee

Lancelot, clear lilac with white bee

Percival, white with dark bee

Summer Skies, clearest light blue, white bee

Round Table Series, a mixture of the finest

shades, \$15.00 per 100.

Regular Delphiniums, \$12.00 per 100.

Belladonna, sky blue, 2 to 2½ ft.

Bellamosum, deep blue, 2 to 2½ ft.

Wrexham Strain, tall spikes for show and

cutting, an unusual assortment of colors

Lamartine, deep blue with white center, tall

grower

Blackmore & Langdon, fine strain of common

hardy hybrids.

CASH WITH ORDER, PLEASE.

R. R. 2 WALTERS GARDENS Zeeland, Mich.

DOGWOODS

SPECIMEN LANDSCAPE MATERIAL

The following available for fall delivery.

Root-pruned, well-budded.

Cornus florida Each, per 100

6 to 8 ft., heavy, 1½ to 1½-in. cal. \$ 3.00

8 to 10 ft., extra heavy, 2-in. cal. 5.00

10 to 12 ft., extra hvy., 2 to 3-in. 10.00

Cornus florida rubra

6 to 8 ft., heavy, 1½ to 1½-in. cal. 6.00

8 to 10 ft., extra heavy, 2-in. cal. 8.00

10 to 12 ft., extra hvy., 2 to 3-in. 15.00

B&B extra. Inspection invited.

VOSTERSHARK FARM NURSERIES

Cor. of Nautaguck Ave. and W. Rutland Rd.

Phone TR 4-3498 Milford, Conn.

EUONYMUS

EUONYMUS LINERS

ROOTED CUTTINGS from open frames.

Per 100 Per 1000

E. fortunei coloratus \$6.50 \$45.00

E. patens, small leaf 6.50 45.00

FOX NURSERY, HUMANSVILLE, MO.

Classified Ads Offer Maximum

Results at Minimum Cost.

EVERGREENS, Liners

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK

The finest: Taxus, Arborvitae, Junipers

and broad-leaved liners and rooted cuttings.

2-yr., pot-grown stock, 7 to 9 ins., sheared,

20c to 26c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c,

per 1000 rate.

NOTE: Write for price list with full line

of potted stock and rooted cuttings. "GET

ACQUAINTED" OFFER on 250 2-yr. pot

plants or 250 rooted cuttings. Special prices

on large quantities. Samples free on request.

Call collect TIPP CITY, N. 7-6398.

MIAMI NURSERY CO., TIPP CITY, O.

EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE

Woodwardi, dark green, 1-yr.

transplants, 4 to 6 ins. \$30.00 \$250.00

Hovey's, green, 1-yr. trans-

plants, 4 to 6 ins. 25.00 200.00

2-yr. transp., 6 to 8 ins. 40.00 300.00

PYRAMIDAL ARBORVITAE

Compacta, green, 1-yr.

transplants, 5 to 7 ins. 35.00 300.00

JUNIPER, Blue Pfitzer,

(chinesis hetzi), 1-yr.

transplants, 5 to 6 ins. 25.00 200.00

JUNIPER, Irish, 1-yr. trans-

plants, 5 to 6 ins. 30.00 250.00

JUNIPER, Andorra, 1-yr.

transp., 5 to 6 ins. 30.00 250.00

JAP. YEW, grown from seed,

Taxus cuspidata capitata,

upright, pyramidal, 4-yr.

transp., (3-2), 8 to 12 ins. 40.00 300.00

JAP. YEW, transplanted rooted

cuttings.

Taxus cuspidata, spreading

1-yr. transp., 5 to 6 ins. 25.00 175.00

2-yr. transp., 6 to 8 ins. 35.00 250.00

Taxus hicksi, upright.

1-yr. transp., 5 to 7 ins. 25.00 175.00

2-yr. transp., 6 to 8 ins. 40.00 300.00

Taxus browni, upright.

1-yr. transp., 4 to 6 ins. 25.00 175.00

2-yr. transp., 6 to 8 ins. 40.00 300.00

Taxus hunnewelliana, semi-

upright.

1-yr. transp., 4 to 6 ins. 25.00

Taxus intermedia, spreading.

1-yr. transp., 4 to 6 ins. 25.00 175.00

2-yr. transp., 6 to 8 ins. 35.00

JAPANESE HOLLY (Ilex)

Rotundifolia, transplants,

6 to 10 ins. 35.00 300.00

Convexa, transplants,

6 to 10 ins. 35.00 300.00

Crenata hetzi, transplants,

6 to 10 ins. 35.00 300.00

AMERICAN HOLLY, FEMALE

10 per cent male, 1-yr.

transplants, 8 to 12 ins. 50.00 400.00

DELIA BRADLEY

1-yr. transp., 8 to 12 ins. 50.00 400.00

MUSSER FORESTS, INC.

Box 16H Indiana, Pa.

ROOTED CUTTINGS

JAPANESE HOLLY, JUNIPER, TAXUS

We select only strong, sturdy cuttings

which are then further graded. Hormone

treatment and constant care assure top

quality roots.

Ilex crenata convexa (bullata), 4-in. 25 up

Juniperus hor. Bar Harbor, 5 to 7 ins. 15

Juniperus hor. plumosa (Andorra), 5 to 7 13

Juniperus hor. wilsoni, 5 to 7 ins. 16

TAXUS (Yew) 25 up 250 up

Very special quotation on quantity.

baccata repandens, 6 ins. \$0.14

cuspidata, spreading, 8 ins.11

cuspidata, spreading, 10 ins.13

capitata, tip cuttings, 8 ins.13

capitata, tip cuttings, 10 ins.15

capitata, tip cuttings, 12 ins.16

capitata intermedia, 6 ins.11

cuspidata intermedia, 8 ins.13

cuspidata nigra, 4 to 6 ins.15

media compacta, 6 to 8 ins.11

media halloran, 8 ins.13

media hatfieldi, upright, 8 ins.13

media hatfieldi, upright, 10 ins.15

media hicksi, 6 ins.11

media hicksi, 8 ins.13

med. kelseyi (Berrybush), 6 ins.11

8 ins.13

media kelseyi, upright, 8 ins.15

media verticalis, tall and slender;

6 ins.15

(These are described and listed in our

catalog, page 27. Try some, real good.)

JOHN VERMEULEN & SON, INC.

Neshanic Station, N. J.

SPECIAL FALL PRICES, 250,000 LINERS

Taxus cuspidata, 1, 2, 3 and 4 yrs.

Taxus hicksi, 1, 2, 3 and 4 yrs.

Taxus browni, 2 and 3 yrs.

Write for price list.

Special prices on lots of 5000.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

Evergreen seedlings, Pine, Spruce and Fir.

Write for a list. Special: 2-yr. Blue Spruce

heavy seedlings, 3 to 6 ins., nice blue color,

\$20.00 per 1000.

Wm. Lubbers, 622 Graafschap Rd., Holland,

Mich.

Long Island Association Hears New York Report

By Robin Todd

Edwin W. Kirk, executive secretary of the New York State Nurserymen's Association, gave a progress report at the recent meeting of the Long Island Nurserymen's Association. He has contacted or is contacting all public agencies in the state in order to help nurserymen sell stock through contracts.

Mr. Kirk is preparing a directory listing all nurserymen in the association and will include advertisements to pay for the cost of the listing, of which 10,000 copies will be sent to important agencies in the state, including 1,700 garden clubs.

The state's first major nursery law revision was signed by Governor Rockefeller in the spring. It was the first revision of a nursery law since 1928. It updates the practices, and here briefly are some of its provisions:

1. It authorizes the state to prevent the introduction of injurious insects and plant diseases.

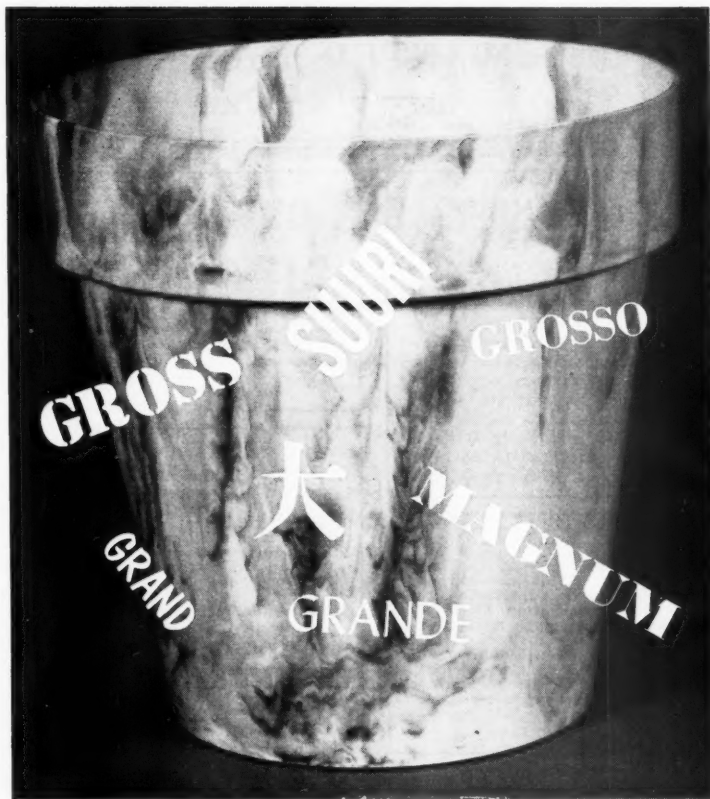
2. It gives the state the responsibility of preventing spread of pests and diseases within the state. Shipment of live pests within the state is prohibited.

3. It provides maximum consumer protection, in that it is made unlawful to merchandise dead nursery stock.

4. It calls for inspection and certification of all handlers of nursery stock produced or stored within the state. An annual registration fee of \$15 will be used to enforce this law adequately. It is believed that this will eliminate many of the unethical operators in the business and will give adequate basis for reciprocity agreements with other states.

In addition, Mr. Kirk reported on his work as a lobbyist at the New York state legislature. He stated that 9,000 bills were introduced and 13 were passed for the governor's signature; 900 bills were actually proved. Mr. Kirk kept 300 bills, opposed by the nursery organization, under close scrutiny.

William MacRobbie, Oak Park Nurseries, spoke on the trade exhibits to be presented at the annual state meeting, to be held at the Concord hotel, Monticello, November 29 to December 1. Mr. Kirk reported that this will be the largest state meeting ever held in the country, with over 100 trade exhibits and a ladies' day



BIG IN ANY LANGUAGE!...

UNION'S NEW 14-INCH Plastic Flower Pot!

14-inch diameter...FULL 14 inches deep!

Write for more information...TODAY!

UNION PRODUCTS INC., Leominster, Mass.

Mention The American Nurseryman when you write.

PROFITABLE LABORSAVING INVESTMENT for HOME and COMMERCIAL LANDSCAPING!



PIXTONE . . . the original mechanical stone picker

PIXTONE IS THE MIRACLE MACHINE that saves the work of at least 20 men . . . clears land of its heavy load of stone . . . carries them from the field to a dumping spot or to spread as a thin layer for road building or to use as fill. It gives landscape men the opportunity of contracting for a greater volume of business and profits because one man can clear as much as four acres a day. PIXTONE can pay for itself on one good job. Fully guaranteed. Write or phone today for complete details. Phone: Bridgeport, EDison 7-3317.

BRIDGEPORT IMPLEMENT WORKS, INC.,

Dept. AN, Stratford 14, Conn.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Liners: 40c line; minimum order \$4.00.

HELP WANTED

SALESMEN

To call on trade in central states for large, old-established, mid-western wholesale nursery offering complete line. Many regular customers in territory. Liberal commissions. Drawing accounts can be arranged for salesmen who work full time and demonstrate ability to produce. Applicants should give full particulars regarding self, including references. Write Box 697, care of American Nurseryman.

HELP WANTED

SALESMAN

Experienced wholesale nursery salesman to cover established accounts in midwest area. Complete line of shade trees, shrubs, western-grown roses, evergreens, fruit trees and perennials. 700 acres of hardy, northern Iowa grown stock. Liberal draw and expense against commission. Send complete resume.

SHERMAN NURSERY CO.
Charles City, Iowa

HELP WANTED

SALES MANAGER

One of the largest (\$1,000,000) bulb-importing operations has an opening in sales promotion of bulbs, seeds, shrubs and gardening accessories. Qualifications required: Knowledge of plants, seeds and bulbs and the ability to increase sales and accounts. Adequate salary with bonus on increased sales and profits. Write Box 749, care of American Nurseryman.

HELP WANTED

EXPERIENCED LANDSCAPE SALES ARCHITECT

For Chicago metropolitan area (North Shore). Send complete resume and picture. State starting salary desired. Address reply to Box 738, care of American Nurseryman.

HELP WANTED

LANDSCAPE NURSERY FOREMAN

For Chicago metropolitan area (North Shore). Able to supervise 25 men. Must have previous experience. Send resume, picture and salary required.

Write Box 739,
care of American Nurseryman

HELP WANTED

LANDSCAPE ARCHITECT

Full-time position with well-established landscape nursery. Must be experienced in designing and selling. Send full resume to Box 742, care of American Nurseryman.

HELP WANTED

LANDSCAPE FOREMAN

Planting and nursery foreman, thoroughly experienced, for permanent position with an established and growing landscape concern. Good salary.

THEODORE BRICKMAN CO.
Landscape Architects and Contractors
Long Grove Rd. Long Grove, Ill.

HELP WANTED

GARDEN CENTER MANAGER

For middle west location; situated between two large cities. Now doing approximately \$150,000 gross. Need someone experienced in retail and nursery with merchandising knowledge. Excellent opportunity; not only attractive salary but also percentage of profits. Please give past experience and references in reply. Write Box 748, care of American Nurseryman.

HELP WANTED

LANDSCAPE ARCHITECT

With above-average sales ability. Must have complete knowledge of plant material and be able to design both residential and industrial grounds. Immediate employment. Permanent position with insurance benefits. Salary and commission. Send complete resume, picture and references.

HALLA NURSERY
4917 Eden Ave., Minneapolis, Minn.

HELP WANTED

FOREMAN OF GROUNDSMEN

Working knowledge of care, planting, feeding, diagnosing and treatment of diseases of grasses, trees, etc., a necessity. Need some experience in supervision. Pay based on qualifications; good fringe benefits. Write:

William R. Freed
Chief Personnel Officer
BALL STATE TEACHERS COLLEGE
Muncie, Ind.

HELP WANTED

Full-time sales representative to call on nurseries and chain accounts on the east coast. Liberal salary and travel expenses, plus bonus based on sales volume. Write Box 740, care of American Nurseryman.

HELP WANTED

LANDSCAPE FOREMAN

For landscape nursery and garden center in northern New Jersey. Excellent working conditions, good salary, bonus, vacations and benefits. Write Box 741, care of American Nurseryman.

HELP WANTED

LANDSCAPE & NURSERY SALESMAN

Large prominent Philadelphia concern has opening, offering outstanding opportunities for man with proven ability. Highly profitable, permanent position. Earnings of \$10,000 and up. Profit-sharing plan. State full qualifications. Mail to Box 747, care of American Nurseryman.

SITUATION WANTED

German-born nurseryman, age 23, seeks employment in California until the beginning of 1961. Presently employed by one of the largest nurseries in Canada.

DIETER FRANKE
c/o Jensen, R.R. 4
Georgetown, Ont., Canada

FOR SALE—5,000 used coldframe sash, 3x6 ft., \$1.00 each. WOODBOURNE CULTURAL NURSERIES, INC., Colonial Spring Rd., Melville, L. I., N. Y. Phone: CHapel 9-2329

FOR SALE

Ideal property for nursery and garden center. 10 fertile, level acres—beautiful land—and a charming 5-bedroom, 2-bath Early American Colonial house with 3 fireplaces, terraces, manicured gardens. Located in prosperous Fairfield county, Connecticut, whose dynamic population growth and great economic expansion provide an excellent market area for nurseryman. Within a half mile of 3 interchanges on planned highway. Great investment value in land. Good financing. \$32,000.

JOSEPH T. CHASE, Realtor
Route 202 Newton, Conn.
Phone: Garden 6-2544

FOR SALE

Because of the death of Mr. Roy B. Nichols, beautiful, 9½-acre Twin Lakes Nursery is offered for sale. Located in the heart of historic Bucks Co., Pa., 30 miles from downtown Philadelphia. A thriving productive nursery, abundantly supplied with popular evergreens, trees, shrubs and perennials valued at approximately \$10,000. Also two well-stocked lakes for fishing and swimming. A completely renovated colonial 3-bedroom home and a new 3-car masonry garage. Will sell everything needed to conduct a going business at \$38,000 for quick sale. Financing can be arranged.

C. HOLMES MARTIN
102 W. Wyoming Ave.
Philadelphia, Pa.

FOR SALE

Due to illness, all stock and equipment must go below wholesale. Dig your own. Taxus, 1 to 8 yr. Hemlocks, 2 to 2½ ft. 1500 ft. of aluminum pipe —3-in. and 4-in.

FOREST TRAIL NURSERY
Contoocook, N. H.
Phone: Pioneer 6-3424

FOR SALE

6-acre evergreen container and propagating nursery. 1000 sq. ft. propagating house, 1200 sq. ft. lath house, 23x40-ft. concrete block building. Three-bedroom brick home with fireplace. All newly constructed. Located north of Milwaukee, Wis. Write Box 725, care of American Nurseryman.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

WANTED TO BUY

Experienced nursery-landscape man has \$30,000 to invest in wholesale or retail nursery or garden center. Westchester-Long Island-Connecticut area. Active partnership or buy outright. Reply to Box 746, care of American Nurseryman.

FOR SALE—Christmas Tree Plantation. 60 acres, 40,000 trees (Scotch Pine) planted in successive years. First crop now ready of 4, 5, 6 and 7-ft. trees. All sheared, blue-green color. Located in central Pennsylvania. Good transportation to all markets. Price \$20,000. For full details, write: N. BARRA-CLOUGH, R.D. 1, Julian, Pa.

MENNE-POTS

Nurserymen Prefer...

MENNE-POTS

Size 0 Top . . . 4" Bottom 3 1/4" High 4" Weight per 100 Reg. 10 lbs. Heavy 25 Regular Weight 100 \$2.75 1000 \$25.00 Heavy Weight 100 \$3.75 1000 \$35.00	Size 3 Top . . . 8 1/4" Bottom 6 1/4" High 6" Weight per 100 Reg. 30 lbs. Heavy 70 Regular Weight 100 \$5.00 1000 \$47.50 Heavy Weight 100 \$6.25 1000 \$60.00
--	--

Size 0 1/2 Top . . . 5" Bottom 4" High 5" Weight per 100 Reg. 13 lbs. Heavy 30 Regular Weight 100 \$3.50 1000 \$32.50 Heavy Weight 100 \$4.50 1000 \$42.50	Size *4 Top . . . 10" Bottom 8" High 10" Weight per 100-120 lbs. 100 \$11.00 500 \$52.50 1000 \$100 *Heavy Only -- *For trees and shrubs
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Spring Garden Show

Mark Eaton, executive secretary of the 14th annual spring garden show, reported a successful event, although it was operated at a loss. The attendance was excellent till a snowstorm drastically reduced attendance. Plans are already under way for a bigger 1961 show. More space will be provided next year for small gardens on the second floor. Mr. Eaton is obtaining additional greenhouse space for forcing nursery stock for the show, which is now scheduled for February 18 to 26. The association is now contacting the Roosevelt raceway to obtain a lease on a per diem basis rather than at a profit-percentage rate.

Mr. Eaton reported that in some future show exhibitors would receive subsidies for their gardens. From a popularity standpoint the gardens entered by the following exhibitors were rated tops at the past show: Landscape Associates, Inc., Brookville, L. I.; Alley Pond Nursery, Bay-side; the State University Agricultural and Technical Institute, Farm-

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ingdale, and Port Washington Nursery, Inc., Port Washington. Excellent cooperation was received from the nurseries. Next year, the admission price will be raised.

Discussion

A fairly heated discussion was held as to whether it was wiser for nurserymen to share knowledge or to hold on to their trade secrets. Frank BonGiorno has suggested an employees' short school course in order to educate dedicated employees. Mr. BonGiorno's plan is designed to keep young men in the industry by providing a good educational course in the slow season. Joseph Roesch, of the State University Agricultural and Technical Institute, will cooperate in setting up such a course.

Many nurserymen debated whether such a school would be for foremen or managers, and it was decided that it should be mainly for foremen. Other nurserymen thought that teaching foremen how to arrange an annual or perennial garden, erect fences, etc., would be impossible, in that the local industry is too competitive. Others felt that, if they give foremen a broad training, they will eventually go into business for themselves. Still others stated that they preferred men who planned to go into business for themselves, feeling that they are more aggressive and for a short period will adopt procedures and work harder than less ambitious employees. No conclusions were reached, but everyone commented.

FOREST TREE SEED CROP

During 1958 forest tree seed crops in general were poorer than in any year except 1949 for the 13-year period since 1946, according to observations made at field centers of the Lake States forest experiment station. Despite general low seed production, some species in northeastern Wisconsin and upper Michigan had good or bumper crops. Seed crops of most tree species varied by localities from failing to fair. In comparison with 1957, seed production was generally better in the upper peninsula, about the same in northeastern Wisconsin and much poorer in northern Minnesota and lower Michigan.

In northern Minnesota good crops were reported for some localities for jack pine, black spruce and northern white cedar. Seed crop failures occurred in one or more localities for the following species: Red pine, eastern white pine, white spruce, balsam fir, northern white cedar (varied



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from failure to good) tamarack, sugar maple, basswood, paper birch, quaking aspen, balsam poplar, black ashbur oak and northern red oak.

Bumper crops were produced in some localities of northeastern Wisconsin by northern white cedar, balsam fir and eastern hemlock. Good crops were reported for black spruce, sugar maple, basswood, yellow birch, paper birch, quaking aspen, big-toothed aspen, American elm and white ash. Only Norway spruce had a crop failure.

In central upper Michigan, balsam fir, eastern hemlock and yellow birch had bumper seed crops; black spruce and American beech produced good crops. Crop failures were reported for eastern white pine, basswood, American elm and black ash.

In some localities of lower Michigan, northern red oak had a good seed crop and American beech had a fair crop. All other species reported had poor seed crops or failures. This is in contrast to generally good crops in 1957.

Good seed crops for chokeberry and Russian olive were reported from north central North Dakota. Except for caragana (poor) and American plum (fair) all other species had seed crop failures.

PUBLICATION LIST

Nurserymen and others who wish to extend their information on special plants or their acquaintance with horticulture generally will find useful a 16-page list of magazines and bulletins or reports issued by plant societies and associations. This embodies data compiled by Prof. L. A. Dougherty, extension economist in marketing at the University of New Hampshire. Dated April, 1960, it has been published as agricultural economics mimeograph 145 and is obtainable from the cooperative extension service at the University of New Hampshire, Durham, N. H.

The preface explains that it is to be considered only a partial list, omitting highly technical and botanical publications, as well as publications issued by state and regional organizations.

Specialists in various plants, whether hollies, lilies, geraniums or what not, will find information as to the headquarters of the national organizations related to the plants, their publications, cost and—sometimes—circulation.

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Missouri Educational Sessions

Talks on Plant Pests and Diseases, Landscaping and Sales Ideas Featured

By Dr. D. F. Millikan

The annual business session of the Missouri State Nurserymen's Association, held in connection with the short course for Missouri nurserymen at the University of Missouri, Columbia, June 28 and 29, was reported in the previous issue of this magazine, as were comments on the university facilities and a discussion of ornamental crab apples. Additional talks given at the short course, on plant pests and diseases, landscaping and sales ideas, are summarized in the following paragraphs.

Plant Diseases

A main speaker on the program was Dr. R. Dan Neely, Illinois Natural History Survey. Dr. Neely described the Natural History Survey as a state organization composed primarily of plant pathologists and entomologists. The group is located on the University of Illinois campus and works closely with the university staff. Dr. Neely is concerned mainly with the diseases of shade trees and ornamentals.

Dr. Neely started his discussion of diseases by approaching the over-all program in a categorized fashion based on symptoms. First on this list was the chemical injury caused by 2,4-D, typified by twisting and cupping of the leaves. Affected leaves then tend to become leathery and often form a rosette. Slides showing typical injury on box elder, sugar maple and birch were shown. Effective control measures include watering and fertilizing.

Physiological disorders formed the second type of disease discussed by Dr. Neely. This trouble seems to be caused by a lack of water in the leaf tissue and is characterized by a browning between the veins. Pictures of scorch on maple represented the disorder. First, diagnosis of the real trouble and, then, good cultural practices appear to be the best control measures.

True pathogenic diseases composed the third category, and these can be subdivided into groups, according to symptom. One such category is the leaf spot group, including black spot of elm and tar spot of maple. Neither of these diseases is serious enough to warrant a spray program. Leaf blotch of horse chestnut, however, is a serious disease in Illinois and will practically defoliate

a tree. Fermate and sulphur after leaf emergence are recommended for controlling the disease.

The powdery mildews are typified by the covering of chalky, white, powdery material over the leaves and shoots. This trouble is serious on several plants, particularly honey locust and lilac. Wettable sulphur should be used if the disease is caught early enough.

Anthrax diseases are serious on oak and sycamore. On oak the disease affects leaf tissue and will grow back into the twig. On the leaf the disease attacks the veins. On sycamore the leaf blades one-half to one inch in diameter may show browning and die. Three sprays using an organic mercury have been recommended in the past. Chloromerc, one and one-half pounds to 100 gallons of water, applied just before the bud cups begin to break, appears to be adequate.

Another subgroup includes the

cankers, such as botryosphaeria canker on black gum. This disease has never been serious enough to warrant a spray program. Tubercularia canker on dogwood is common at times. Other cankers are found occasionally, but for all types the pruning of wood eight to 10 inches below the affected areas seems to be sufficient control.

Rusts

The rusts make up another pathogenic subclass. On junipers, two rusts seem to be common. One of these, cedar-apple, is an annual rust with the spore horns appearing each year from fresh infections. The cedar-hawthorne rust appears year after year from the same infection. Use of resistant plants is the first control recommendation, since good forms possessing resistance are available. Acti-dione at 100 parts per million in early spring will protect the alternate host. The cedar-quince



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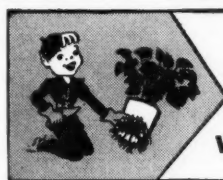
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rust is a third member of this group, and no good control measures have been found for this disease.

The final group discussed by Dr. Neely included the truly systemic diseases. Verticillium wilt of maple is a typical disease of the type, with initial symptoms appearing as dying out of a branch. This is generally followed by other branches' dying, until finally the entire tree is dead. Brownish or greenish streaking on the wood is characteristic of this disease. Good practices, such as fertilizing, are the only means of controlling the disease, and trees may actually recover.

Phloem necrosis on elm, a virus disease, causes a general decline and produces a butterscotch or yellow color in the sapwood, with a characteristic wintergreen odor. Resistant elms should be planted. Wetwood of elm, caused by bacterial infection, can be recognized by the oozing of a slimy flux from the cankers. Drilling a hole at an angle and inserting a perforated pipe to facilitate drainage will control the disease.

Dutch elm disease, the final disease mentioned, has over-all symptoms similar to those of verticillium wilt, except that the disease proceeds much more rapidly. It was first reported in Illinois in 1950, but by



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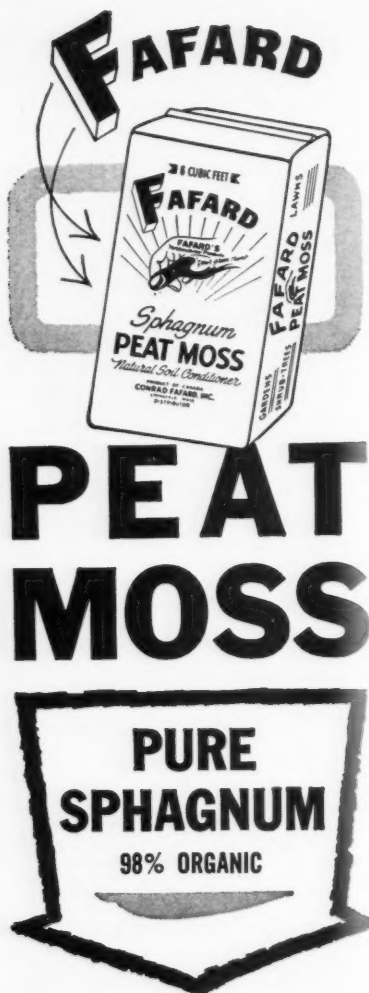
1959 it had been confirmed in every county. Adjournment for lunch followed this talk.

The afternoon session was opened with a few remarks from the state entomologist, J. R. Anderson. He mentioned that the increase in nursery registration has slowed somewhat. Dealer registration increase also has cut down sharply, but this reflects an inability of the state inspectors to reach the dealers rather than an actual reduction in numbers. If additional trained help cannot be obtained, then the increase in additional nursery dealers and sod and

tree movers will have to be ignored.

He stated that serious loopholes were disclosed in the Missouri plant law during a recent court case. If the protection from the plant law is to be continued, certain changes must be introduced and passed during the next session of the legislature. If these changes are not obtained, controlling the practices of out-of-state nursery dealers will be difficult and in some cases impossible. Mr. Anderson again requested the appointment of an advisory legislative committee to assist the state entomologist.

At the conclusion of Mr. Ander-



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son's talk, the group broke up into four smaller groups to deal with special topics. One of these, the plant disease section, had D. F. Millikan and Dr. Dan Neely as discussion leaders. The group dealing with insect pests had Dr. W. R. Enns, J. R. Anderson and Virgil Owens as moderators. Willard Summers, Orville Moffett and Dale Wild moderated the design group, while Ron Taven, S. R. McLane, Arie F. den Boer and Ellery Bennett were leaders for the plant materials group.

In the session on diseases considerable interest was expressed in hybrid elms and their rating insofar as disease resistance was concerned. Further questioning involved the usefulness of control programs to save good elms. A discussion of these two topics will likely appear in greater detail in a forthcoming issue of the nursery publication, "The Green Leaf." Chlorosis in pin oak has been troublesome, and Roy Graham pointed out that he had controlled the difficulty by deep cultivation of his nursery. Other questions involved the locust infestation which was severe in 1959. Since the next heavy brood will not appear for another 12 years, it is hoped that a superior chemical to control the insects will be developed in the meantime.

The entomology group was small, but the discussion seemed lively. Since some questions such as those on anthracnose of sycamore and oak and the treatment of cedar rust overlapped the pathology group's field, it seems possible that these groups might be combined in another year. Among the insects discussed were juniper scale, symptoms of oak kermes, bagworm, spider mite, juniper midge and scolytid bark beetles in oak. Other problems included the compatibility of insecticides and fungicides. Dr. Enns stressed the need to watch out for the diazinon and ferbam and the malathion and ferbam combinations. Dutch elm disease control on a city-wide program was of particular interest to the group.

Landscape Topics

In the design group there seemed to be more problems than answers. It was pointed out that most designs carried out in recent plantings show little or no relationship to the architecture and surroundings. Often the plantings are too heavy, and there seems to be a need for help on the drives, walks and patios in relationship to the rest of the yard. More attention should be given to the owner's likes and dislikes. Another

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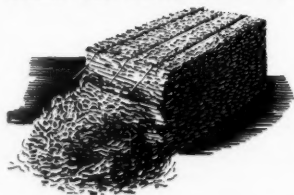
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characteristic of the recent plantings seemed to be lack of variety, indicating that one can get into a rut on designs. Improper spacing of plants was another criticism, as well as a conspicuous habit of using certain varieties. This group covered its topic objectively and raised much matter for thought.

The plant materials group was a large group, undoubtedly influenced by the presence of Mr. Den Boer of the program, as well as general interest in the subject. In this discussion, Mr. Den Boer was persuaded to list the 10 most desirable crab apples, and these included the following varieties: Van Eseltine, Katherine, Jay Darling, Arnold, Nieuwlandiana, Nova, Patricia, Ormiston Roy, Dorothea and Purple Wave. Ormiston Roy, besides having enormous masses of fruit for bird food in February and March, is a highly attractive ornamental.

Another topic of discussion was the use of trees in clumps. Birch, Russian olive, sophora and redbud were considered as the better ones. The talk then drifted to hollies, and the American holly of particular note was Teas, propagated by Walter Krummel. The hardier Japanese varieties include Heller, Green Island and Stokes.

St. Louis's Problems

After a coffee break, Brad Susman, a 1960 landscape graduate, presented a talk on the problems facing St. Louis and St. Louis county that are associated with the nursery industry.

Mr. Susman started his comments with a description of the population, which had grown from slightly less than 500,000 in 1876 to nearly 2,000,000 in 1957. About 70 per cent of this population is in the middle, or skilled, class and seems to share a feeling for a needed improvement in public services. In 1950, only 69 per cent of the housing considered adequate for the area's population was available. The Plaza development has partially rectified this lack, but additional efforts are needed. In the county an interesting contrast develops when one considers that 57 per cent of the dwellings have been built since 1930, compared with only 10 per cent for the city.

Several problems face the city and county. Only 700 acres free from flooding remain as undeveloped land. Although some progress has been made in the construction of low-cost housing, no attempt has been made to rehabilitate outmoded and/or abandoned industrial sites. In the county there is a conspicuous lack of

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The formal part of the meeting then adjourned, and interested persons were taken on a bus tour of the campus. At 6 o'clock the group enjoyed a barbecue supper at the Wilkerson Nursery, Columbia. This session was terminated with a motion picture on Missouri bird life, "Herons on the Missouri River," shown by Prof. Lee Jenkins, of the entomology department of the university.

Sales Ideas

At 9 o'clock Wednesday morning, the group assembled in the Agriculture building, and after a slight delay, Randy Knight, of the J. C. Nichols Co., gave an interesting talk on salesmanship. As a matter of introduction, Mr. Knight reminded the group that selling is selling, regardless of the product. He added that landscaping and home selling have a mutual interest, for without proper landscaping a house is undressed. The J. C. Nichols Co. is aware of the importance of landscaping and encourages beauty by selling trees and shrubs at cost in its particular development areas.

The speaker continued with the comment that any business depends upon sales, for, regardless of how good a product is, it must be sold. The finest shrub in the world must be sold and planted. Even an expert nurseryman must be a business salesman if his business is to prosper. Mr. Knight discussed advertising and product display. Most important, he stated, is a good sales personality.

The demonstration of one's product is highly important. Talking the customer's language—learning where he lives—is helpful. Having model plantings and painting a word picture help the customer visualize the final product. Items should be arranged to be easily seen at the nursery. Never assume that the customer knows all about planting. A good method is to sell by giving, with the giving in the form of advice and help. Offering one's services to local civic clubs and other groups at meetings is often helpful.

Another essential of salesmanship is building confidence. Being genuine and honest always pays dividends. Never be afraid to offer a choice—if one does not have the product requested, he should suggest a competitor in the field. Usually there will be adequate reciprocation.

There are many sources of business. Home builders generally land-

Garden sales for the FOUR seasons...

AGRICO® FERTILIZERS

FOR EVERY YEAR-ROUND GARDEN NEED!



**AGRICO for
LAWNS, TREES
& SHRUBS**
Sells spring,
summer and
fall—the popular
priced quality
lawn food.



**AGRICO for TURF
with
UREAFORM**
Sells spring
and fall—the
premium
slow-release
lawn food.



**AGRICO for
GARDENS**
Sells spring,
summer and fall
—for starting
and maintaining
flowers and
vegetables.



**AGRICO WATER
SOLUBLE
PLANT FOOD**
Sells 12 months of
the year—new,
quick and easy way
to feed all house
plants and gardens.

**AGRICO for AZALEAS,
CAMELLIAS,
RHODODENDRONS**
Sells in spring
—especially
formulated for
broadleaf
evergreens and
all acid-loving
plants.



AGRICO ROSE FOOD

Sells spring,
summer and fall
—applied every
month during
the blooming
season.



**AGRICO PESTICIDE and
TURF FOOD**

Sells spring and
fall—stops
insects, grubs
and worms as
it feeds lawns.



**AGRINITE 100% Organic
Nitrogen Fertilizer**

Sells spring,
summer and fall
—keeps lawns green
in summer, revives
browned lawns.
recommended for
late fall feeding,
too.



THE AMERICAN AGRICULTURAL CHEMICAL COMPANY, New York 7, N. Y.

40 Factories & Sales Offices in U. S., Canada & Cuba

scape their homes or allow a certain sum of money for this purpose. All builders should be encouraged to work with the nursery. Contact with developers should be made, since they want to landscape a home or shopping area. Even architects working on custom-designed homes should be contacted. Homeowners are always good business sources; they generally add to plantings year by year.

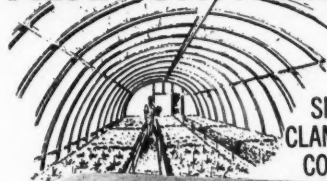
Sales techniques can be applied to fit the occasion. Direct mail may be effective in either the new or old home areas. Special sales of items during the popular planting seasons may be effective. Give-away data on lawn care or planting procedures may have surprising effects.

Sales Principles

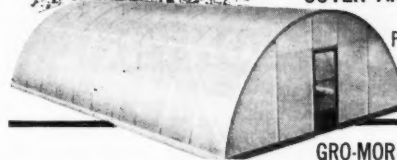
Mr. Knight concluded his talk by summarizing the standard sales principles. First is the approach—meet the buyer with a smile. Then comes the demonstration—presenting the word picture. Since the buyer may have decision difficulties, one should be prepared to assist him. Lastly, close the sale, and this may be helped with suggestions on care and authenticity of product, as well as its suitability in the over-all scene.

At 10:30 o'clock, the final item on the program was a panel discussion

Plastic Users Choice!



SIMPLE CLAMP-ON
CLAMP-OFF METHOD OF
COVER APPLICATION



Gro-Mor

IDEAL GROWER SIZES: 11,
22, and 25 Ft. Widths.
Lengths available
in Multiples of 8 Ft.
... from 32 Ft.

Please write for Catalog and Price Sheet—AN

Lord & Burnham

Irvington, N. Y.

GRO-MOR—another fine product of Lord & Burnham

of sales and advertising. The group included Dr. R. A. Lansford, of the university; Mr. Knight, and Ralph Shugart, who filled in for Dan Longwell, Neosho, who was ill and unable to attend as planned. The first part of the discussion included the means of getting a catalog to the customer.

Since sales on both coasts are of little value to the Neosho Nursery Co., Neosho, this firm omits these areas for free distribution. Buyers in those states are requested to send 25 cents to cover mailing costs, and this has proved beneficial. Smaller captions appear to be effective and are cheaper. Block type has been effectively used by this firm.

In newspaper advertising there was one consistent complaint. Newspapers tend to lump all advertising, with little regard to relationship between items. Rarely is there any accompanying write-up. The selection of the proper newspaper is important, since advertisements in local papers are much more effective than in others, such as the New York Times.

Stock Selection

Dr. Lansford then mentioned that there are five steps in buying: (1) See it, (2) read it, (3) believe it, (4) want it and (5) buy it. In advertising, one cannot sell what the public does not want. Newspapers have two

CUT CHRISTMAS TREES PREMIUM SCOTCH PINE

- Pruned for 5 years
- Excellent color
- Plantation-grown

Truck or carloads.

Shipping for 10 years to Ohio and Michigan nurserymen.

FISHER TREES LTD.

14 Marla Crescent

Phones:

London, Ont., Canada

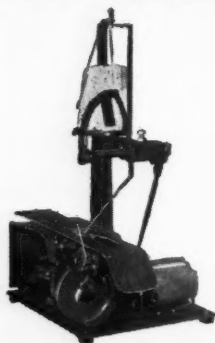
London, Ont.

Chatham, Ont.

General 9-2851

ELgin 2-9313

NEW FELINS AUTOMATIC TYER FOR TYING NURSERY STOCK — CUT FLOWERS



Model F-4-N

Fast — Efficient — Rugged

- Geared to 80 ties per minute.
- Adjusts automatically to any size bunch up to 19 ins. in circumference.
- Places a uniform tie around a bundle making a firm nonslip knot.
- Lightning fast. Ties roses, glads, seedlings, cut flowers, as well as any other type nursery stock.
- Uses cotton twines 3 to 24-ply, tapes and braids, fine sisal and jute.
- **WRITE FOR CIRCULARS AND PRICES NOW.**

FELINS TYING MACHINE CO.

3351 N. 35th St.
Milwaukee 16, Wis.

GROW BETTER PLANTS! USE

THE PETERS SYSTEM OF SOIL FERTILITY CONTROL

SEE OUR CLASSIFIED AD IN THIS ISSUE

WOOD LABELS

For Nurserymen

**DAYTON FRUIT TREE
LABEL CO.**

Ray and Kiser Sts.
DAYTON, O.

CHRISTMAS TREES

Quality Cut Scotch and
Austrian Pine

Balled Norway Spruce

Write to:

KYLE'S GARDEN & FLORAL CENTER

1340 W. Jackson St.
Painesville, O.



KING FISH

"Organico del mar"

Nematode control

Better roots—Healthier plants
Immediate action as a foliar spray.

K. C. MATTSON CO.

2460 N. Chico Ave., El Monte, Calif.

Want to know how to get more profit
from lawn building and landscaping jobs?
Write Dept. AN-810 for literature on

YORK RAKES

AND SCARIFIERS

YORK MODERN CORP.

UNADILLA

NEW YORK

types of advertisements—run of the paper and preferred position. The latter is more expensive unless one is a regular customer and receives the position on the basis of past performance.

Questioned on the desirability of one large spread in a single day or a small spread for several days, he said generally smaller spreads on several days are preferable. He added that newspaper advertising is usually superior to TV and/or radio promotion and that a color advertisement will pull two to three times as much as black and white.

Requesting a customer to pass gardening or product information on to an interested friend is another sales technique. There was so much interest in this session that time had to be called three times before the group broke up for the luncheon and business meeting.

NON-NURSERY SELLING

[Continued from page 14]

prices, (2) store display and (3) newspaper advertising.

Three-fourths of the plant-buying customers at garden centers bought most of their plants in the store, and 60 per cent bought most of their garden supplies in the same store. In the small nurseries 52 per cent of the customers purchased most of their plants at the nursery, but only 29 per cent bought most of their garden supplies in the same nursery.

At department stores with outside garden shops, 57 per cent of the customers bought most of their plants at the store and 66 per cent bought most of their garden supplies in the same store. The department stores carried a wider variety of equipment and supplies than of plant materials. Of the various outlets surveyed, garden centers supplied the most customers with both plants and gardening supplies.

Customers Seek Advice

Customers seemed well informed on prices in the various types of outlets, and a large number of them said they would patronize a store that provided reliable information on growing plants even if prices were slightly higher.

Newspapers and magazines were important sources of gardening information for customers at all outlets. Department and variety stores did not furnish the customers much information on their plants.

The most important factors influencing the purchase of nursery stock at all outlets were the quality and appearance of the plants. In department and variety stores, price

was the second most important factor. In most nurseries and garden centers, the clerk's recommendation was second in importance, with price being the third most important factor influencing a customer's purchase.

The high sales of nursery stock in non-nursery retail stores in certain locations may indicate increasing consumer acceptance of the purchase of plants in these outlets.

Packaging Data Needed

More study is needed on the merits of the various packages used for merchandising nursery stock in retail stores. Such a study should include both the shelf life of the plant and the attractiveness of the package to the consumer. Greater sales might result from improved packaging. Studies might also be made on what other types of trees and shrubs could be sold in packages.

Additional study should be made on maintaining the quality of plants in retail stores. Wholesale nurseries could help by instructing retailers on how to keep nursery stock in good condition until sold.

BALL FIELD DAY

The Geo. J. Ball Co. held its field day July 20, on the grounds surrounding the firm's establishment at West Chicago, Ill. Thousands of guests from every section of the country and Canada were in attendance.

Twenty-five thousand plants were sown for this event in early April, transplanted to Jiffy-Pots in mid-April and then planted outdoors, pot and all.

Special areas were devoted to plantings of Ball's Harvest Giant plants and its line of Sweet Sixteen bedding plants. Greenhouse displays illustrating the various applications of DuPont's Mylar paneling were also featured.

Other points of interest were the plant-breeding grounds where new varieties, including All-America trials, are tested under all conditions before they are offered for sale; All-America mum and garden rose trials, and container displays of Poly-Pots and Market-Paks, with a special exhibit showing the distribution of Jiffy-Pots around the world.

PAN NURSERY, Hemet, Calif., has been opened by Preben and Aasa Norgard, to sell plants, garden supplies and ceramic creations of the owners.

WILSON NURSERY is a new enterprise at Philo, Calif., owned by Mr. and Mrs. Earl Wilson.

Why 90% of All Sod is cut with Ryan Sod Cutters



● Producing uniform sod with perfect dimensions is a major reason why 90% of all commercial sodding contractors have standardized on RYAN Sod Cutters.

But there are other vital reasons, too:

HIGH PRODUCTION. Up to 12,000 square yards of perfect sod cut per day. **AUTOMATIC CUT-OFF.** Cuts sod in 1 ft. to 9 ft. lengths automatically.

TWO-SPEED TRANSMISSION. Provides greater efficiency for various sod cutting conditions.

FINGER TIP CONTROLS. Easy to operate; do not get out of adjustment.

RYAN Sod Cutters are precision engineered, built to withstand rugged operation with little, if any, maintenance. Sold and serviced nationally. Write for name of nearest dealer.

Ryan LANDSCAPING EQUIPMENT
Company

871 Edgerton Street • St. Paul 1, Minnesota

INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

SHOW IT and SELL IT — HIDE IT and KEEP IT

ASK FOR FREE SAMPLES AND CATALOG

GROWERS & MANUFACTURERS EXCHANGE

8434 S. Rosemead Blvd., Rivera, Calif.
Phone OXford 9-0711

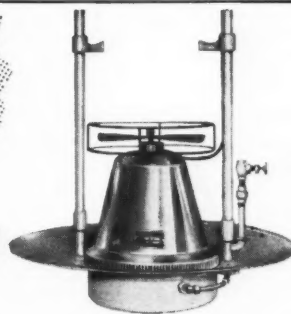


No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.

BRAND NEW Packaged Humidifier

**EASY TO INSTALL!
DO IT YOURSELF!**

Ideal for individual unit installation, the Model IH-27B Humidifier is inexpensive to own, economical to operate. Complete with all hangers, brackets and fittings supplied for easy installation



Standard Model IH-27B Complete with automatic humidity control. Just hang unit, connect to water and electricity.

STANDARD ENGINEERING WORKS

Pawtucket, R. I.

Write for prices
and bulletin

Brookline, Mass: Tree-Conscious Town

By Daniel W. Warren, Jr.

Brookline, Mass., is a residential community with a population of 65,000 within an area of approximately six square miles and is practically surrounded by the city of Boston. It is often referred to as the largest town in the United States, as well as one of the wealthiest, with a total assessed valuation of \$170 million. It has no industry, but enjoys an enviable tax rate of \$54 per thousand of assessed valuation. Brookline was settled in 1630 and incorporated in 1705. Since the early days, Brookline has been extremely tree conscious, as was verified by the following record in 1670:

"It is ordered that noe person whatsoever fell any tree or trees upon any of the common ground belonging to this towne . . . without the consent of the Selectmen, upon the penalte of five shillings for every tree soe feld, one half thereof to be paid to the informer, the other half to the treasurer of the Towne."

In 1885, a special act in the state legislature was passed allowing the town to make annual appropriations for shade trees, shrubs and vines not exceeding \$1 for each of its ratable polls in the preceding year, and establishing a tree-planting committee to be elected by the voters and to serve without compensation. Still another special act was passed in 1898, investing the tree planting committee with the powers of a tree warden with complete control of all roadside shade trees. The laws have been amended from time to time in order to appropriate sufficient funds to carry out a successful tree program.

The town has approximately 16,000 roadside trees, including an unusual variety of species conspicuous for their foliage, flowers, fruit or shape, and in most cases these have done exceptionally well.

Flowering Fruit Trees Used

The town believes that it is one of the first communities in New England to use flowering cherries and crab apples as roadside trees. This experiment was tried in 1930 with different varieties in a new section of the town. It proved that the Hopa crab apple and the Kwanzan cherry

are by far the better varieties. Since that time, additional streets have been planted, particularly where ranch-type houses were constructed. At the time of planting, the property owners were notified that little shade would be provided with these trees, and it was suggested that they plant other trees on their own property to provide the shade desired. Most residents seem to prefer the flowering trees, and many requests are received to have them planted in front of homes. The hawthorne has also been used with good success.

It was fortunate for the town that a wide variety of trees was planted, as this fact simplified the task of protecting the trees from the depredations of insects and diseases. Diseases, particularly, are peculiar to usually only one variety of tree, making the problem more easily coped with. Brookline has approximately 4,000 elms as roadside trees and another 2,000 on public property, making a total of 6,000 elm trees owned by the town.

Brookline, like other New England cities and towns, has had trouble with the great killer of elms, the Dutch elm disease. The control recommendations of Dr. McKenzie, of the shade tree laboratories of the University of Massachusetts, have been carefully carried out since 1947, and pride is taken in the accomplishments.

The control methods emphasized for Dutch elm disease accent the following: (1) Use of dormant spray 12 per cent DDT; (2) removal of diseased trees (verified), whether public or private, within a 3-month period, and (3) constant pruning of deadwood.

The spray program is checked by Dr. Becker, entomologist at the University of Massachusetts, to ascertain the residual effect of DDT on the trees. It was through this check that the need of a more thorough application of DDT was determined. Where applications were increased, better results have been obtained.

Over the past 11 years, D.E.D.



PROFESSIONAL LANDSCAPING

Easily & Quickly AT HOME

INCREASE YOUR EARNINGS by rounding out your operations! More and more nurserymen are discovering that a thorough knowledge of professional landscaping—now taught you at home by my new Simplified Methods—pays big dividends in increased sales. Complete training, in residential and commercial landscaping, in horticulture—in the growing, propagation, use and maintenance of ornamentals. Latest information on everything new—new propagation methods, latest insecticides, gibberellic acid, and modern landscape designing. Our training program used by hundreds of nurserymen **costs to cost** in training and upgrading employees. Plant lists and specialized information for all sections. Attractive diploma and lifetime consultation service for all graduates. **Send for FREE Booklet. Air mail reaches us overnight.**

NATIONAL LANDSCAPE INSTITUTE

Dept. N-80A, 11826 San Vicente Blvd., Los Angeles 49, Calif.

HYPONEX
Soluble PLANT FOOD Complete
GROWS BETTER PLANTS IN SOIL, SAND OR WATER

SELL HYPONEX for extra profit. Nationally advertised. Steady, repeat sales. Millions now buy it for house plants, garden flowers, vegetables and lawns.

USE HYPONEX. Commercial and home growers use for seedlings, cuttings, transplants, general feeding of all plants. Sturdier plants.

Retail Price	Wholesale Price	Dealer & Grower Cost
1/2 gal. pkts. 15¢	48 to case	wt. 3 lbs. \$4.80 case
2 oz. can 29¢	36 to case	wt. 7 lbs. \$6.96 case
5 oz. can 59¢	24 to case	wt. 11 lbs. \$9.44 case
10 oz. can \$1.00	12 to case	wt. 12 lbs. \$8.00 case
2 lbs. can \$2.45	6 to case	wt. 15 lbs. \$9.60 case
5 lbs. can \$4.95	4 to case	wt. 24 lbs. \$13.20 case

Larger Sizes Available. If Jobber Can't Supply, Order Direct. Write for list of other ONeX home and garden products.

HYDROPONIC CHEM. CO., Copley 21, Ohio, U.S.A.

PERFECTION MARKERS ARE BETTER

for Park Trees, Display Gardens, Field use or Greenhouse Pots or Benches. Proven by thousands of users and every one a booster! You'll like them, too. They will stand for years at one marking, or may be changed any number of times for various markings. Send for catalog and prices of the complete PERFECTION LINE.

The S-W Supply Co., D. 33, Girard, Kan.

For SCOTCH PINE CHRISTMAS TREES direct from the producers, contact:

YULE TREE FARMERS' ASSOCIATION OF ONTARIO

209 Florence Ave.
Willowdale, Ont., Canada
(Near Toronto) Phone: BA 1-3798

80 Members with Plantations.

MORE PROFITS with Cellusuede FLOCK

- Dependable Quality
- Easy to Apply
- White or Colors

Write for Free Instruction Bulletin

CELLUSUEDE PRODUCTS, INC.
500 N. MADISON ST., ROCKFORD, ILL.

Daniel W. Warren, Jr., superintendent of parks and forestry, Brookline, Mass., writer of this article, will serve as vice-chairman of the annual convention of the National Shade Tree Conference to be held at Boston, Mass., August 14 to 19.

trees have been kept to 1/2 of 1 per cent of the total elm population. Cities and towns which have much heavier losses may not be applying sufficient quantities of DDT, or may not be applying any at all. If a good control program is in effect, it is possible to live with Dutch elm disease.

If the entire population of town-owned elm trees, numbering 6,000, were lost, without considering the private trees, it would cost the community over \$1 1/2 million, to say nothing of the decline in real estate values and subsequent reductions in tax income. No price, of course, can be put on the loss of esthetic values.

Brookline also had considerable difficulty with rock maples. A severe drought three years ago appears to be the important cause for their death. That, coupled with difficult city conditions, narrow tree lawns and a more extensive use of rock salt for ice conditions, made it much more difficult for this species to survive.

Lawn Trees

Following are a few of the species of trees that are being planted on lawns: *Aesculus glabra* (Ohio buckeye), *Betula papyrifera* (paper birch), *Catalpa speciosa* (western catalpa), *Ginkgo biloba*, *Sorbus aucuparia* (European mountain ash) and *Liquidambar styraciflua* (sweet gum). Many varieties of maples and oaks are also planted.

Brookline is proud of a stand of European beech trees at Longwood mall. These trees were planted sometime prior to 1849 by David Sears, who was a great lover of trees and imported them from England. The Massachusetts Horticulture Society has cited this planting as one of the finest in the United States.

With all that science and teaching have done for arboriculture in recent years, it should be possible to select trees for street planting for which, in years to come, communities will be thankful.

TREE PRODUCTION

[Continued from page 16]

or two years. This practice has been successful with Hall's honeysuckle, some privets, *Euonymus coloratus* and similar types of plants. After a year or two, the shade trees offer too much competition for the smaller shrubs, so that this practice is a short-term operation.

In the rows, trees are planted from 18 inches to three feet apart, depending on the habit of the tree and its size at the time it will be sold. Honey locusts that will be sold as



HOZON

... means **EXTRA SALES**

to Garden Lovers

This popular, fast-selling device provides an easy, economical way to apply soluble fertilizers and chemicals wherever the garden hose reaches. No danger of burning. Draws in and dilutes as you sprinkle. **SELL A HOZON** to each purchaser of fertilizers or other garden supplies. Individually packaged, \$2.25 list. Carton of 12 weighs 5 pounds, costs \$16.20 F. O. B.

HOZON COMPANY
Box 703, Cleveland 22, Ohio
This is Hozon's 25th year

MIST-A-MATIC®

PATENT PENDING

Automatic Mist Propagating System

NEW MODEL B CONTROL UNIT

uses weight of water to control mist

So Simple — No Clocks to Set — Dependable

Write for Free Illustrated Descriptions

E. C. GEIGER CO., P. O. Box 270, North Wales, Pa.

CHRISTMAS TREES

SELECTED

No. 1 Scotch Pine
5 to 8 ft.

Sheared Five Years

Thousands Available

Prices Reasonable

Loose or Individually Bundled

Write for Price List

CARINO NURSERIES

Indiana, Pa.

Phone: HOskins 5-6491

Peat Pots — Labels — Plant Bands

Vaughan's

Seed Co.

Send for our catalog.

601 W. Jackson Blvd.
Chicago 6, Ill.

85 White St.
New York 13, N. Y.

BALED SHINGLE TOW

(CEDAR SHAVINGS)

WM. A. JOHNSTON

1522 N. W. Thurman St. PORTLAND 9, ORE.

RUBBER BUDDING STRIPS

GOODRICH

Write for price list.

WILLIS NURSERY CO.

Ottawa, Kan.



Because you can't depend on rain . . . depend on

WADE RAIN

SPRINKLER IRRIGATION

MUELLERMIST IRRIGATION

SUPPLY CO.

P. O. Box 471, Maywood, Ill.

Imported

JET ROD FLAME GUN

- Sterilizes seed flat soil.
- Burns weeds in walks.
- Thaws frozen pipes.
- Melts ice and snow.
- Many other uses—burns kerosene.



Proved in England where it is made.
Saves time and energy.

POSTAGE PREPAID FOR CASH
WITH ORDER
ONLY \$29.50

For Full Details
Write:

E. C. GEIGER
P. O. Box 270
North Wales, Pa.

BRODLEAF

Imported Holland

PEAT MOSS

Roots screened out

You get the
best part—the Peat Flakes!



OUTDOOR BAMBOO
BLACK AND CLEAR
POLYETHYLENE

HOLLAND BURLAP
SQUARES - 4 Grades

- Boskoop
- Standard
- ROT-NOT
- VIKING WRAPS

**HALF
MOON**

MFG. & TRADING CO.

90 West St., New York 6, N. Y.
Address all correspondence to

Box 27, Plainfield, N. J. PL 5-8228

FLORISTS' TEXTILES PLASTICS

X. S. SMITH, INC.

Box 272

Red Bank, N. J.

first-year whips are planted 10 to 12 inches apart. This crowds them a bit, which is desirable, since it pushes them up into a straight whip. Silver maples to be sold at 2 years of age are planted 18 inches apart, whereas Norway maples with large heads will ordinarily not be sold until they have a trunk diameter of one and one-half to two inches, so they are planted three feet apart. Columnar forms of trees, such as the Norway maple, are spaced about two and one-half feet apart, since experience has shown that the tops tend to need that extra space.

West coast liners or 2-year transplants are hilled up after they are planted. Disk hillers on the side of cultivating tractors throw up a hill about eight inches high. This practice helps to prevent sun scorch at the base of the plant and also holds moisture around the roots until they become established. This hill works itself away with time.

Mechanical Aids Used

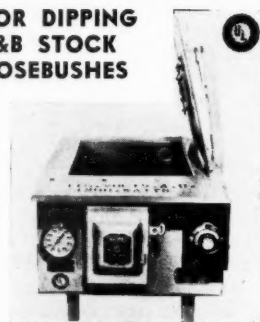
Mr. Cole went on to discuss the various mechanical aids which have been developed for use in tree planting and explained in detail the mechanical adaptations of various commercially produced tractors and diggers to make them more efficient for the particular operation involved. Row markers are mounted on crawler-type tractors, because this type can be held in an absolutely straight row and the resulting identical spacing prevents subsequent cultivator damage. For opening holes large enough to plant 1/4-inch trees, an adapted 2-way plow is run through the row twice. Smaller-size trees are planted with modified planting machines.

The speaker also stressed the importance of irrigating shade trees, particularly during their first year of growth, which is the most important period in the subsequent development of a healthy crop of trees. The irrigation is needed to speed recovery from planting shock and must be readily available. He stated that an entire nursery can be irrigated with a portable irrigation system.

Describing several types of mechanical cultivators, Mr. Cole again pointed out the mechanical modifications which have improved the usefulness of the machines for the particular part of the cultivating process needed. For cultivating seedlings growing in 18-inch rows, a small tractor is used, to allow the operator full front vision of the entire cultivator bar, thus preventing injury to trees. For trees that are a little larger, high-clearance tractors are still not

COOPER'S WAX TANKS

FOR DIPPING
B&B STOCK
ROSEBUSHES



COOPER'S TANKS ARE
U. L. APPROVED.

Sizes: 5 gals., 12 1/2 gals., 30 gals.,
60 gals. and larger. Electrically
heated; thermostatically controlled.
Insulated and fusible closing
device lid.

WRITE FOR CATALOG ON TANKS

"If It's Cooper's, It's Good"

Supplying largest nationally known
industrial firms in U. S.

D. C. COOPER CO.
1467-69 S. Michigan Ave.
Chicago 5, Ill.
Phone: HArrison 7-8046-49

ALUMINUM TAGS

(All-weather)



3 1/2" x 3/4"

- Patented cardboard backing permits easy embossing with ordinary lead pencil.
- Heavy eyelet. Copper-wired.
- Attractive silver Aluminum, backed with yellow cardboard.
- Inexpensively priced:
1000 for ... \$16.00 250 for ... \$6.00
500 for ... 10.00 100 for ... 3.00

Please Write for Free Samples

BERRYHILL NURSERY CO.
P. O. Box 696 Springfield, Ohio



KILLS WEEDS

R-H Granular
Weed Rhap-20

Kills Lawn Weeds
Water Weeds
Cornfield Weeds

Ready-to-Use!
Dealers Wanted

REASOR-HILL CORPORATION
Box 36 AN, Jacksonville, Ark.

adaptable for cultivation, because the wheels will injure the lower branches and the operator is up so high that his vision is obstructed by the branches.

Use Weed Killers

Although particular attention is given to keeping blocks of shade trees weed free for the first year or two, the weeds in the rows themselves are sprayed with one of the di-nitro weed killers, such as Dow General or Cy-nox General. These sprays either suppress or kill the weed growth, eliminating it as a problem. He cautioned against damage to foliage by corrosive weed killers. As long as trees are limbed up and one picks a calm day, damage can be avoided. An additional feature of the weed killer is that it provides some stimulation for the tree's growth, once it gets into the soil.

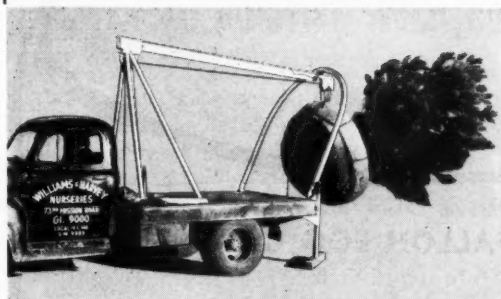
The speaker stated that he thought it is necessary either to cultivate or use a mowed sod crop between rows to maintain enough tilth to allow rain moisture to soak in. He cited the example of sod crops which he had seen and recommended alsike clover as a good crop, because it is a biennial and grows low enough to be mowed easily between the tree rows. Other crops which can be used are fescue and ladino, the latter being drought resistant.

For fertilization after the trees are established, Mr. Cole suggested a side dressing of nitrogen, the only fertilizer that leaches out in the light soil at Painesville. He cited experiments that proved that, once a tree is established, little benefit is derived from using any other fertilizer except nitrogen. Since tree crops are expensive and have a big crop value at this point of growth, side dressing is an operation that is best done by hand. For trees about one and one-half to two inches in caliper, he recommended using about a pound of ammonium nitrate or urea. This fertilizer should be held six to eight inches away from the trunk of the tree, because even a small quantity of it on the soil is highly soluble and may injure the bark of the tree. This side dressing should be done as early as weather conditions permit, in February or March if there is an open period, before the growth starts.

Stresses Severe Trimming

Discussing trimming, Mr. Cole said that, when a tree is planted, it should be headed back severely. Such pruning results in more trees' surviving and makes them easier to plant. If a silver maple, honey locust or ash seedling is going to be

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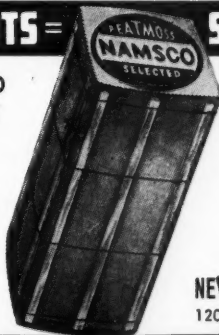
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budded, it should be cut back about one half when it is planted. If a tree is going to be grown on, however, and will not have to be cut back at the end of the first year, the leader should be left intact. In any case, the roots are cut as little as possible. It is better to provide a bigger hole in which to put the plant rather than to cut off its roots.

When dealing with larger items, such as west coast liners, Mr. Cole said that almost everything should be cut back to a whip, unless this would leave a large pruning scar. This practice applies to trees up to one and one-quarter inches in caliper. Everything possible should be done to maintain the leader intact. Low, bushy, branched shrubs, such as hawthorn or half-standard crab apples, are the exceptions to this general rule. On trees such as Norway maple, sugar maple and oaks, developing a strong leader is important. All narrow crotches must be cut out, since they are bound to be brittle and cause a weak situation. All undesirable branches have to be removed. The primary rule, according to Mr. Cole, is to prune for strength. Then the desirable shape of the tree will follow.

Mr. Cole cautioned that, when it is necessary to develop a new leader, trees like the horse chestnut, ginkgo and sweet gum should be pruned or cut back carefully above eye level, so that a crook will not result in the lower part of the trees.

In outlining some of the details of culture of specific trees, Mr. Cole noted that in growing London plane trees, it is desirable to form a single trunk of from six to eight feet in height, without a side branch. This means growing the tree for one year, cutting it back to the ground and then growing it a year to obtain the single trunk without side branches. Birch and tulip trees are also cut back to the bud closest to the ground, to grow proper trunks. These can usually be grown without staking, if the trunks have been properly developed, but most willows, Moraine and Sunburst locusts and some crab-apples require staking, no matter how careful the trunk culture has been.

Explains Staking Procedures

Mr. Cole continued to say that staking is done a few weeks after growth has begun in the spring. A stake is placed beside many of the newly started buds to prevent their being blown off by the strong winds. Another help is to place the bud on the side toward the prevailing wind. Iron stakes are used with larger trees. The stake driver used is



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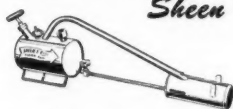
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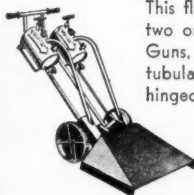
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Mr. Cole believes that tree staking is practiced more than necessary. According to him much of it could be eliminated if the soil were enriched with more potash and phosphorus at planting time, although it is possible to overstimulate top growth with too much nitrogen. A little extra lime on the soil will also help to strengthen and straighten the trunks of Sunburst and Moraine locust.

Next Mr. Cole explained the operation of straightening crooked trunks by exerting hand pressure. To do this, the worker applies enough pressure to straighten the trunk until he actually hears the bark give. At this point the cells just above and

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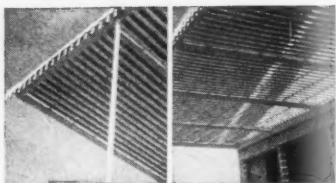
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below the bend in the trunk are ruptured, causing a growth stimulation of the cells, which pushes the plant up straight.

An older, similar practice is to make a knife wound on the inside of the curve in a trunk to cause stimulation of growth in the cells in the wounded area, thus straightening the trunk also. The speaker cautioned, however, that the person doing this twisting operation needs some skill, so that the trunk is bent just enough for him to feel the rupturing and not enough to break the wood itself.

Another way to grow straight trunks is to leave side branches on them for as long as is practical. However, if the branches are allowed to grow too long they will take too much of the tree's strength that should go into the building of trunk caliper. In such a case, the branches should, of course, be stumped back.

Another way to avoid staking, Mr. Cole explained, is to cut back the leader. With honey locusts, including Moraine and Sunburst, this may be done three times in one growing season, resulting in another leader's being formed; a little more stem strength will result each time if a few side branches are left. Once an acceptable height for head clearance or for aesthetic reasons is attained, the top can be rounded off again, and eventually another dominant leader will form.

In discussing pin oaks, Mr. Cole said he feels that it is not necessary to stake them. If a pin oak does occasionally throw a bad leader, it can be cut back to the alternate bud, if the tree is not too big. In the latter case, the tree can be cut back to an eye higher up, on the side away from the bend. In two seasons this will grow into an acceptable tree.

Tells Danger of Root Pruning

On the subject of root pruning, Mr. Cole said that ideas about it vary. If root pruning is practiced at all, it usually is done at the end of the second year of a tree's growth; but he, himself, prefers transplanting to root pruning a plant, because the latter practice stunts it too badly. If root pruning must be done, it should be at a time when both the plant and the soil can recover quickly. This means performing the operation when rain will come to pack the soil down again, so that air pockets will not be left to dry out the roots. The best time for root pruning is late summer, after the tree growth has slowed. At this time, the tree should not wilt in most areas. However, in Ohio one is gambling on whether or not there will be rain. September

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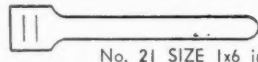
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is about as late as this operation can be done with any expectation of the resumption of root growth. Root pruning that is done with a tree digger with the lifter up slows down growth so tremendously that not much of it is done.

Mr. Cole next discussed various types of mechanical diggers which have been developed for use in the nursery. He explained the use of the Cole digger, developed and patented by his uncle in the late 20's. This undercutting-type digger is pulled by short cables attached to two narrow-gauge, small, crawler-type tractors, one in each row. Ordinarily, unless all plants in a row are to be dug at the same time, no lifter is used on the cutting blade.

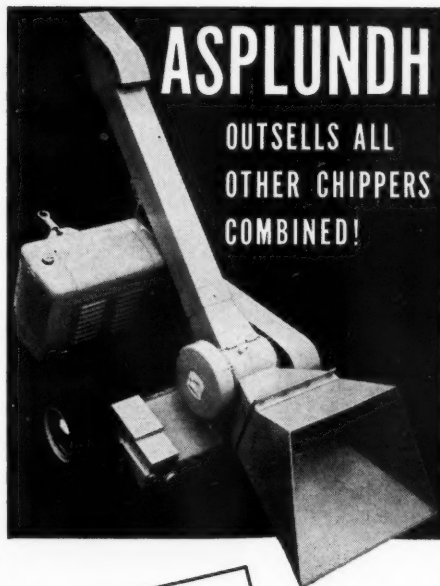
There has not been a tree spade-dug at the Cole Nursery Co. in the past eight years, according to the speaker. A process has been worked out to dig out the individual trees with a back hoe (having a mole paw, preferably) and a crawler-type tractor, in such a manner that the tree comes out of the ground with all its roots intact. To use this back hoe digger, one must have a minimum of two and one-half feet of spacing between trees in the row. The digging operation is carried out by a 5-man crew, who can dig out two rows of trees at a time. In addition to being tremendously labor-saving, this method of digging gets out all the roots without breaking them.

Among other diggers that Mr. Cole has seen, the best is at the Ozark Nursery Co., Tahlequah, Okla. He described it as a track vehicle, having one engine mounted over each track. The operator sits nine or 10 feet off the ground, allowing for a high clearance, which makes possible the digging of 10-foot trees. He added that this nursery has spent about \$35,000 developing this particular piece of equipment.

Production of shade trees by Cole's is planned so that a given block is planted with the idea of digging it in a certain year. Ordinarily trees are not grown beyond two to two and one-half inches in caliper, and the equipment, spacing and cultural practices are designed to handle trees of this size.

Mark Trees for Size

Another great help in preparing trees for the market, according to Mr. Cole, is to mark them according to size in late summer (the slack season when the men have time). This work can be done with paint, but plastic tape in various colors is also used. During the digging season the colors enable a foreman who knows only the mechanical aspects



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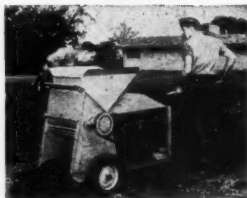
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of digging, to go through a block and bring in trees of the right size, making it possible for the firm to provide its customers with trees that are uniform and of the correct size.

Mr. Cole concluded his talk with the remark that the greatest deterrent to going into the tree business is the high cost, because it takes more land to grow good trees than to grow any other nursery crop. Using 7-foot rows and putting the trees three feet apart, one can get only 1,800 to 1,900 trees to the acre. This means a big acreage investment. Another difficulty is the development and use of machinery and mechanical aids. Trees cannot be grown without them any longer.

Mr. Cole showed a few color slides illustrating some of the phases of tree culture which he discussed. The slides included some views of blocks of trees, the staking and tying with plastic strips, the roots on machine-dug trees, the side branches left on certain trees, a sprinkler system and digging machines.

NURSERY STOCK STORAGE

Prepared and published with funds provided by the American Association of Nurserymen, "Storage of Nursery Stock," by J. P. Mahlstedt, professor of horticulture, and W. E. Fletcher, graduate assistant in the department of horticulture, Iowa State University, is a valuable contribution to information on an important topic. This pamphlet of 68 pages, with paper cover, is being distributed to members of the A. A. N. at \$2 per copy.

After a brief history of nursery stock storage and of general construction considerations, the types of construction are discussed, common storage and refrigerated storage. The greater part of the pamphlet is devoted to the preparation of nursery stock for storage, in defoliation, digging, fumigation and pruning. Storage management is covered in its various phases.

In a separate section on storage of herbaceous perennials, a list of the different genera, with type of storage, season of digging and remarks, is informative. Evergreens, both bare root and balled, are discussed in a few pages. Literature on the subject is cited in the closing three pages, including several articles in the American Nurseryman.

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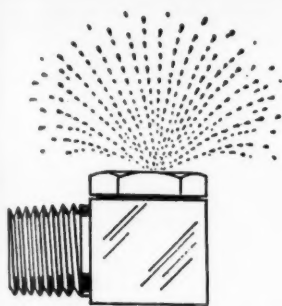
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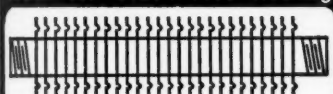
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MIST PROPAGATION NOZZLE—finest ever developed—wide coverage—flat plane of mist. Spaced 3 ft. apart—drilled and tapped holes— $\frac{1}{4}$ -in., 1-in. or larger pipe. Sample postpaid \$1.00. Satisfaction guaranteed. Send for your sample today.

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STRAIGHT SIDES OF WELDED WIRE give more room for roots right where it's needed most.
POLY LINED SIDES are durable, attractive and "they breathe."
OPEN MESH BOTTOMS for perfect drainage, fewer irrigations, less plant loss.
1 1/2 gal. to 2 1/2 bushels
Big BAS-KITS
RD 1, New Hope, Pa.
BAS-KITS are Mfg. at TUCKERMAN NURSERY

PLANT PATENTS

The following plant patents were granted recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 1947. Nectarine tree. To Frederic W. Anderson, Merced, Calif., assignor to Stark Bro.'s Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of nectarine tree, which bears freestone fruit having yellow flesh streaked with red adjacent to the stone, the skin being yellow, overspread and mottled to a substantial extent with red, the variety being similar to the Sun Grand in size, color, eating and shipping qualities of the fruit, but—in comparison—having reniform instead of globose glands on the leaves and having fruit that ripens 10 days later.

No. 1948. Rose plant. To Winifred L. Gordon, North Madison, O. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its full-petaled flowers of orange-red general color tonality; the variegation of the color of its blooms from yellow to red; its large blooms, and its healthy vigorous and free-blooming habit of growth.

No. 1949. Nectarine tree. To Frederic W. Anderson, Merced, Calif., assignor to Stark Bro.'s Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of nectarine tree, which bears yellow-fleshed freestone to semifreestone fruit having skin which is yellow overspread to a substantial extent with red. It is characterized—in comparison with the John Rivers nectarine—by fruit which ripens a few days earlier, is larger and firmer, has yellow instead of white flesh and has more red exterior color. It is further characterized by fruit that ripens approximately with the Grand River nectarine, but—in comparison—is firmer at the apical end, has more red exterior color and better withstands long-distance shipment.

No. 1950. Miniature rose plant. To Ralph S. Moore, Visalia, Calif. A new and distinct variety of vigorous, free-growing miniature rose plant of compact bush type, which roots easily from soft-wood cuttings and bears red flowers having semidouble to double petalage. The variety generally resembles the Little Buckaroo rose, but—in comparison—the over-all size of the plant and its rate of growth are approximately 20 per cent less; the plant is more compact; the foliage is slightly greener but not so glossy, and the flowers are a lighter shade of red, fade lighter instead of darker and in over-all appearance are brighter red.

VAUGHAN FIELD DAY

July 20, Vaughan's Seed Co., Chicago, Ill., held a field day. The site was Cantigny Farm, near Wheaton, Ill., on the 800-acre estate of the late Col. Robert R. McCormick, former publisher of the Chicago Tribune. Ideal weather conditions added to the pleasure of several thousand visitors from all parts of the country.

Large lawn plantings showed the results of uniform tests being con-

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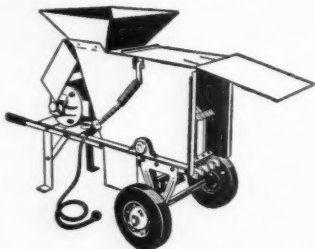
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KEMP Model 6-0 soil and compost shredder is widely accepted as an aid in shredding old discarded stalks, vines and plants for the compost pile. The KEMP 6-0 shreds soil perfectly for both bench and potting in addition to accelerating the decomposition of materials for composting.

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"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.

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BROWN'S POINT, TACOMA, WASH.

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NOW AVAILABLE
IN 6 SIZES
1 GALLON* THROUGH
6 GALLONS*

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P. O. Box 567

ducted with the use of different fertilizers, crab grass killers and other weed-control agents. A test grass mall seeded with Merion bluegrass and treated with Vaughan's fertilizer and chemicals and a section seeded with about 25 varieties of different grasses in side-by-side strips for comparative purposes were also featured.

Rose Trials Popular

A rose trial area where 110 varieties are being grown using Vaughan's rose food and dust as growth aids and plots containing All-America selections of annuals attracted large crowds.

Greenhouse displays contained various foliage plants and plant containers. A specially constructed greenhouse covered with plastic panels of different manufacture illustrated the strength and durability of the various materials employed. Vaughan's line of garden supplies, including lawn seed, fertilizers, chemicals and packaged flower seeds, was also on display.

A special demonstration by the Dow Chemical Co., Midland, Mich., showing application of its soil fumigants in controlling various nematodes and weeds, was a highlight of the event.

PARAFFIN WAX ON ROSES

In a test to determine the effects of paraffin waxes on growth and physiology of rose plants, St. Joseph Toy and John P. Mahlstede, Iowa State University, Ames, Ia., treated 270 plants with two types of commercial waxes and planted them on three separate dates in the spring of 1957. Results showed that, on the whole, the waxed plants produced about 50 per cent more flowers and shoot growth than did unwaxed plants.

A laboratory study showed that waxing of rose canes reduced moisture loss markedly, compared to unwaxed canes. A storage test conducted during the winter of 1957-58 showed also that waxed roses produced more root and shoot growth, developed less mold infestation and had a higher moisture content, even though all were stored at a relative humidity near 100 per cent. Studies on respiration showed that coating of cane sections with wax reduced Co₂ production about 20 per cent.

An anatomical study was made of waxed canes and others dipped in hot water the same temperature as the wax. Treatment by hot water was somewhat injurious at 190 degrees Fahrenheit, while waxing at the same temperature had no observable effect on any tissue.

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